Connecticut INDUSTRY

MARCH 1953

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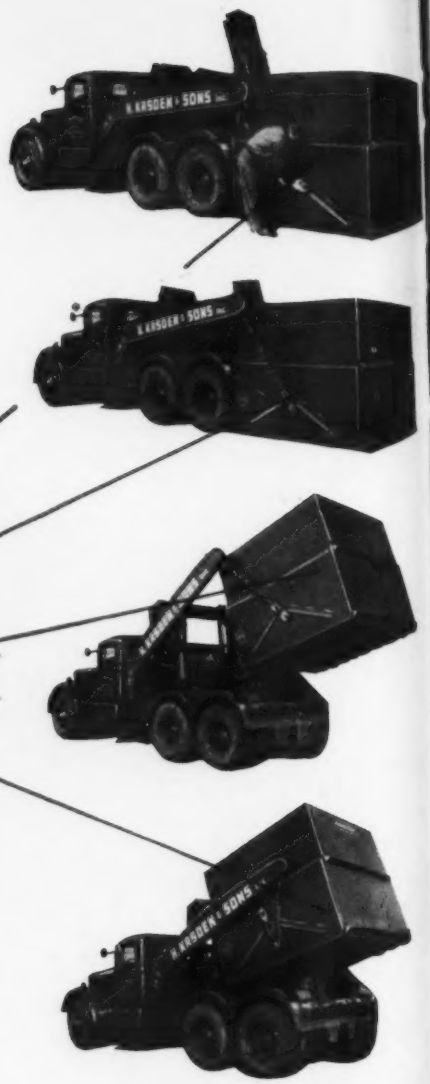

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Connecticut INDUSTRY

MANUFACTURERS' ASSOCIATION OF CONNECTICUT, INC.

VOL. 31 - NO. 3 - MARCH 1953

L. M. Bingham, *Editor*

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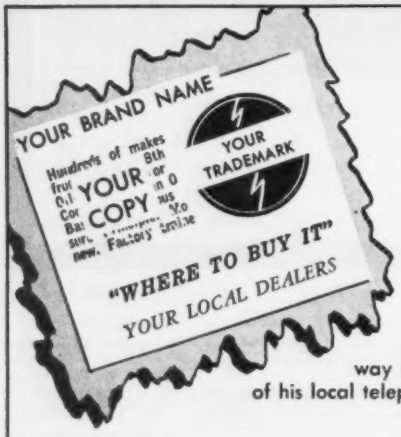

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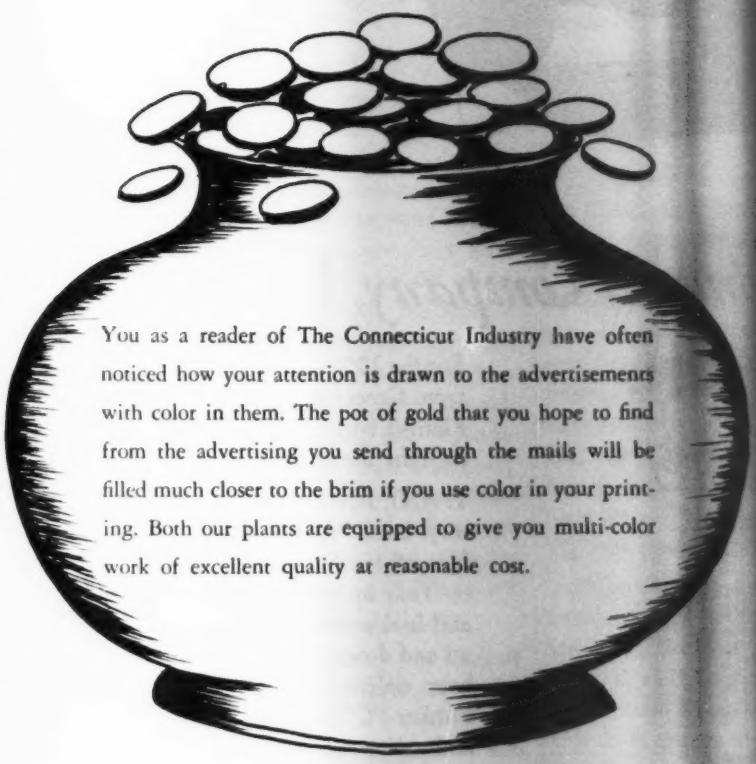

You as a reader of The Connecticut Industry have often noticed how your attention is drawn to the advertisements with color in them. The pot of gold that you hope to find from the advertising you send through the mails will be filled much closer to the brim if you use color in your printing. Both our plants are equipped to give you multi-color work of excellent quality at reasonable cost.

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Serving Connecticut and Western Massachusetts since 1925

For the 1952 Olympic Games, fire was flown from Greece to Denmark, then ferried to the Finnish border and relayed up to Helsinki — to light the historic Torch of the Olympiad.

T. A. D. JONES' truck-drivers have, in their way, been "carrying the torch" to industry in southern New England ever since 1925. — Year in, year out, day and night, in fair and foul weather, across rivers and harbors, up and down hills and dales — they have been delivering their vital cargos of Bunker "C" fuel oil, bituminous and anthracite coal — from one of the largest bulk storage plants in New England.

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Earning The Unbuyable

By W. L. SORENSON, *Treasurer**
The Warren Woolen Company, Stafford Springs

"You can buy a man's time, you can buy a man's physical presence at a given place; you can even buy a measured number of skilled muscular motions per hour or day. But you cannot buy enthusiasm; you cannot buy initiative; you cannot buy loyalty; you cannot buy the devotion of hearts, minds and souls. You have to earn these things."

Mr. Clarence Francis, Chairman of General Foods, in making these remarks very cleverly voiced the sentiments of progressive management. Most will agree that those so-called "unbuyable" qualities can make the difference between marginal and profitable operation.

But someone has said "always challenge the obvious," so let's question that "unbuyable."

Many plants, particularly in New England, which was the cradle of American industry, are old mill-type construction. In some cases, additions, wings, sheds, etc. have been added and reconverted to fit special needs as they have arisen. The management dreams of what could be done if only they could now start from scratch with a modern, one or two story, streamlined plant. Raw materials would come in one end and, with the use of conveyors and special handling equipment, the finished product would be loaded out at the other. If Mr. Management has a really lively imagination that keeps him awake nights, he finds himself juggling figures of building costs, labor costs, capitalized values, and depreciation. He comes up with some real savings—but rarely enough, with the high cost of construction, to rationalize that clean, new start. He fitfully concludes that, even with the most optimistic hopes for increased efficiency through rearrangement, the investment will simply not pay off. After all, the present structures will serve.

Perhaps, Mr. Management has given up just short of success. Expert employee relations men agree that wages are not always the top motivation when a man takes a job. They say that the desire for security, pleasant surroundings and a feeling of importance and accomplishment may prompt the job seeker to a greater degree than the dollars and cents offered. This can be particularly true of the steady type of help desirable in most businesses.

Many hidden savings may accrue to the management which recognizes and satisfies these so-called secondary motivations. No one has been able to accurately evaluate these savings, but they are certainly large.

In any one area, the wages for a given class of work are substantially the same. A machinist, a clerical worker or weaver receives just about the same pay in one plant as another. The variation, and it is a wide one, comes in the caliber of employee which may be attracted to the payroll. The plant with the better working conditions has a terrific advantage in getting and holding the better type worker, and a clean, modern building has almost become basic to the best working conditions.

The buildings that are engineered today are functional, and lend themselves to excellent material flow. But just as important, they are clean and fresh, and can be kept that way very economically. Newly developed building materials lend themselves to acoustical insulation and colorful floors and finishes. With these surroundings go less complaining and grumbling, fewer frustrations and a greater feeling of being part of a successful enterprise. Even the job or piece worker will keep his equipment cleaner and in better shape, resulting in fewer breakdowns and fewer seconds. Labor turnover will be decreased, and be reflected in less training costs, fewer mistakes and uninterrupted flow of work.

These are only a few of the savings that all manufacturers know result from a top grade of help versus an average or poor grade. You may say that, if everyone followed this thesis and improved the surroundings, there would be no advantage to anyone. Yes, but few will do it, and it, thus, becomes an important factor.

Yes, Mr. Francis, enthusiasm, initiative, loyalty and devotion cannot be bought. They must be earned, but they are so valuable that money should not be spared in laying the groundwork for their acquisition. In this day of competition, the capitalizing of "secondary motives" can be the margin between success and failure.

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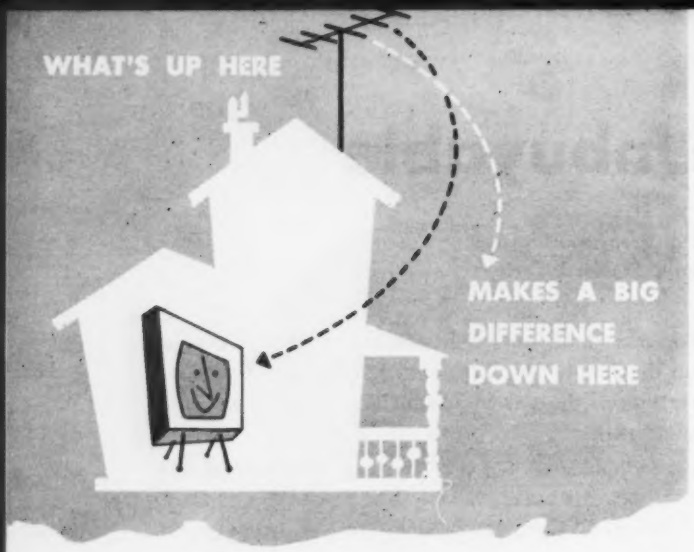
* The author of this month's guest editorial became a director of the Association January 1, this year. A graduate of the University of Cincinnati, Mr. Sorenson has done graduate work in Business Administration at MIT, and served a large firm of Consulting engineers and the Sun Oil Company prior to becoming associated with The Warren Woolen Company in 1937. He is past chairman of the Manufacturers Group in Stafford Springs, chairman of the Stafford Veterans Committee, first president of the Stafford Rotary Club. He is now serving his second term as a member of the Stafford Springs Board of Education.



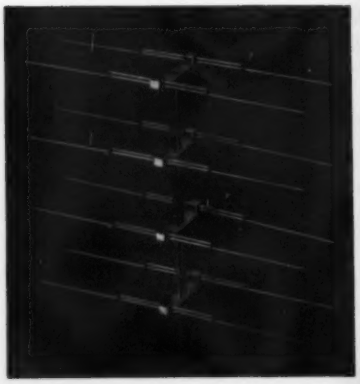
= RESULT

THE AMAZING GROWTH OF LaPOINTE ELECTRONICS INC.

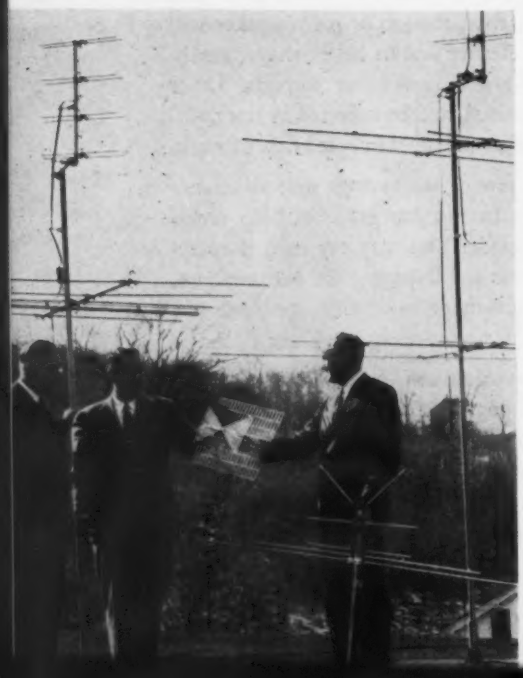
IT WAS only about five years ago that television antennas first began to appear on the rooftops of Connecticut. In that short period the television set has become almost as familiar in the household as the stove or the refrigerator. Few people realize however, the tremendous effect that this medium of communication will have on the human race.

Until the present, television has been employed primarily as a means of entertainment, but it has been said that the television of tomorrow will be one of the greatest single forces in the world. A glimmer of the powerful effect of television, other than in the field of entertainment, has been seen during the past year. Millions of Americans witnessed the Republican and Democratic national conventions with the result that not only did the people obtain a clearer understanding of our political system, but a closer personal affinity to the men who guide our nation's destiny. A more obscure example of the possible future of television, as it will affect our habits and every day lives, may be taken from a recent news item. In a certain city the maintenance personnel of the schools went on strike, but classes were held just the same—in the home via the television screen.

Behind this screen, which enabled these children to view their arithmetic lesson, lies an industry which has been hard pressed to keep pace with the ever increasing demand for television sets and accessory equipment. Many years of research and development have been required to perfect the phenomenon of television which is now practically taken for granted. Within this industry, which itself is only part of the vast field of electronics, are the manufacturers of television antennas and related accessories. Many people are not aware of the important role played by the antenna in television reception. Although they purchase sets by brand name, the type and make of antenna on their roof is unknown to them. Also the question is often asked, "Will the outside TV antenna, as was the case with radio, eventually become obsolete?" Short of an entirely new electronic discovery, the complete elimination of the outside antenna is improbable, due to the characteristics of the television wave and the fact that the television receiver has nearly reached its limit of sensitivity. Even with the eventual saturation of television stations which will, for the most part do away with so-called "fringe areas," the outside antenna will still be required to eliminate special reception problems. Compared to radio, the TV antenna is a complicated piece of electronic equipment and many different types have been designed and manufactured in order to meet the diverse reception and area requirements.



THE VEE-D-X SUPER—first television antenna manufactured by LaPointe. This antenna gave the Company its start and is still sold in many areas.



MR. RESPESS (center), president of LaPointe and recently appointed vice-president, Wililam A. Damerel (left), look over Vee-D-X UHF antennas with chief engineer Sydney E. Warner.

LaPointe Pioneers TV Antenna

A pioneer in this field and one of the largest manufacturers of television antennas and accessories in the world

is located right here in Connecticut. LaPointe Electronics Inc., formerly The LaPointe-Plascomold Corporation, now occupies a large plant in Rockville. In 1947 the Company began its television operations in Unionville, Conn., under the guidance of Jerome E. Respess, who heads the firm today. At that time, Mr. Respess was dissatisfied with the quality of reception he was getting and decided to do something about it. With the aid of the late Albert A. LaPointe, well-known inventor and co-founder of LaPointe-Plascomold, and seven other men who were also interested in this problem, the first VEE-D-X antenna was designed and produced. VEE-D-X, which is the trade name under which LaPointe's products are marketed, means long distance video reception and the first antenna so lived up to this name that the infant company's future was assured right from the beginning. The going wasn't easy though, and LaPointe suffered many growing pains in expanding from the original seven to the now more than seven hundred men and women employed in Rockville.

ASSEMBLY of Vee-D-X Rocket Booster at Rockville plant.

Although the original antenna that gave LaPointe its start is still sold in some fringe areas, the television antenna, in general, has undergone many modifications and changes. LaPointe's present high standing in the industry is due primarily to its pioneering and product development over the past few years.

Connecticut industry has long been known for its ingenuity and leadership in manufacturing methods and LaPointe is an excellent example. Not only has it pioneered many of the different types of antennas now used extensively throughout the country, but it was first to develop manufacturing processes that permitted mass production, thus making antennas available at low cost. VEE-D-X products quickly became known nationally and now, through manufacturers' representatives and over 1200 parts distributors, these products are sold throughout the United States, Canada, and South and Central America.

MAIN OFFICE and plant at Rockville, Connecticut.

Two Moves in Two Years

By 1950 the Company had expanded to a point where facilities in Unionville were no longer large enough. A factory with considerably more space was purchased in Windsor Locks, Conn., and the entire operation was moved to new quarters. Continued engineering research and development kept LaPointe out in front, making possible still more rapid expansion. Recently the Company again moved its entire manufacturing facilities this time to Rockville, where there was an opportunity to take over a much larger plant which had been abandoned when Rockville's woolen industry moved out. There were several reasons that precipitated this second move, besides the fact that even Windsor Locks had proved inadequate for LaPointe's rapid progress. First, LaPointe was operating a machine division in East Hartford, Conn., which manufactured precision parts for the Aircraft industry and also it had acquired a company called Press Wireless Manufacturing Co. Inc., an electronics concern with plants in Hicksville, Long Island and West Newton, Mass. In order to streamline these activities, it was desirable to bring a major part of operations under one roof. Second, a new era in the television industry was to begin in 1953 with the lifting of the so-called "freeze" by the Federal Communications Commission. The new broadcasting stations that would be built as a result of this would create a tremendously increased demand for LaPointe's products.

The name LaPointe Electronics Inc., which the Company now bears is indicative of more than the manufacture of television antennas and so it was intended. With the acquisition of Press Wireless Manufacturing Co. Inc., LaPointe provided for diversification in the general field of electronics and specifically the manufacture of highly specialized communications equipment. In combination with the Aircraft Parts Division, this versatility also permits the manufacture of electro-mechanical devices in the Aviation field.

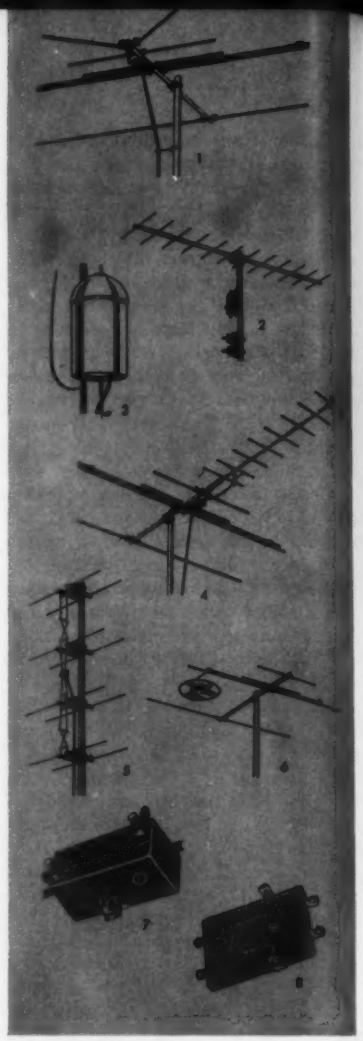
Expansion to Meet Demands of New TV Era

At the moment, however, the most important consideration and one that directly affects Connecticut is the new era in television. Until the present, the only station in Connecticut has been WNHC-TV in New Haven, but now Connecticut has more than one station. For LaPointe Electronics this means thousands of antennas are needed to receive the new station and in some cases, entire installations have been replaced. Before the lifting of the "freeze" on new station construction, only 108 stations existed in the United States. By 1957 it is estimated that 2000 stations will be in operation. This dramatically illustrates the tremendous growth in store for the television industry.

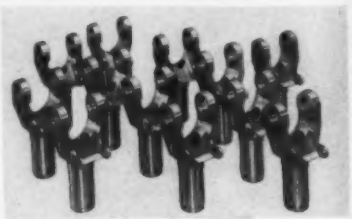
LaPointe Electronics has made a major contribution to the development of the antenna industry and will continue to contribute to the future growth of television. Before the lifting of the "freeze" the Company's efforts were directed towards the development and production of Very High Frequency (VHF) antennas. Basic requirements for receiving channels 2

(Continued on page 38)

ELECTRONIC "plotting board" for determining exact position of airplanes or ships in distress.



(1) VHF-UHF all-channel (2-83) Ultra Q-Tee; (2) UHF Yagi with fiberglass boom; (3) Rocket Booster—mast-mounted single channel pre-amplifier; (4) UQTS for all-channel VHF and single channel UHF; (5) Broad band Colinear for high gain multi-channel UHF reception; (6) Revolutionary broad band Q-Tee for VHF; (7) Lightning Arrester; (8) Mighty Match—the electronic channel separator.



PRECISION machine parts produced by the Aircraft Parts Division as components of helicopter rotor drive assemblies.

SPECIAL EXHIBIT in the high school lobby dramatized the people in the plant and offices through large photographs.

Movie Night—

A Six-Way Educational Project

By HARRY F. DICKINSON, *Personnel Manager*,
U. S. Electrical Motors, Inc.

IF YOUR company has a movie or two showing the manufacture or promoting the sale of your product, you have the basis for a bang-up community and employee relations program.

U. S. Electrical Motors Inc., of Milford, did just that.

More than 1,500 employees, members of their families, friends, prospective employees, local officials, and others turned out to see a "U. S. Motors Movie Night" recently.

Two motion pictures produced by the sales and advertising department of U. S. Motors formed the base of entertainment for "Movie Night." Both are strictly motion pictures designed to help sell motors. But that's a phase of the business of which most production employees know little and hear too little about in these days where close integration of production and sales pays off.

The motion pictures, "Rhapsody in Speed" and "Specification Syncrogear" ran for 30 and 25 minutes, respectively. They were the main features. Sandwiched in between them was a live television program made in the company's West Coast plant. Similar operations to those performed at the Milford Plant were shown on the screen. The company's president, George Pfleger, spoke for a few minutes, emphasizing the importance of the individual in the success of U. S. Motors. It was an effective tie-in.

Several short subjects were used as "warm-ups." A Woody Woodpecker cartoon and a short "Sport Slants" led off the movie parade.

Before the program started, Alden W. Hammond, Assistant Personnel Manager and I alternated on the two movie nights to tell the audience that U. S. Motors strives constantly to be the good employer and the good neighbor.

Employees made up the committees which planned the program. They served as ushers on "Movie Night." They were the source of all tickets to the show. If you wanted a ticket, you could get it only from an employee. Employees turned their requests into the supervisors, who issued the tickets.

(Continued on page 34)

HARRY F. DICKINSON, Personnel Manager of U. S. Electrical Motors, welcomed the guests at one of the "Movie Nights."

THE PRODUCT made by U. S. Electrical Motors was also dramatized in an exhibit in the lobby of the high school. Here a right angle Syncrogear motor is being put in position.

THE FAMILY of a U. S. Electrical Motors employee prepares to enter the auditorium of Milford High School for the "Movie Night" show.

THE MILFORD Method

THE MILFORD METHOD demonstrates its singular worth to manufacturers who have fastening problems. Here the manufacturer's samples are actually joined together and complete engineering specifications fulfilled in single-unit or small scale production.

THE Milford Rivet & Machine Co., formed in 1928 as a result of a merger of The Merwin Manufacturing Company and The Wright & Corson Company, manufactures a wide variety of fasteners and related cold headed parts.

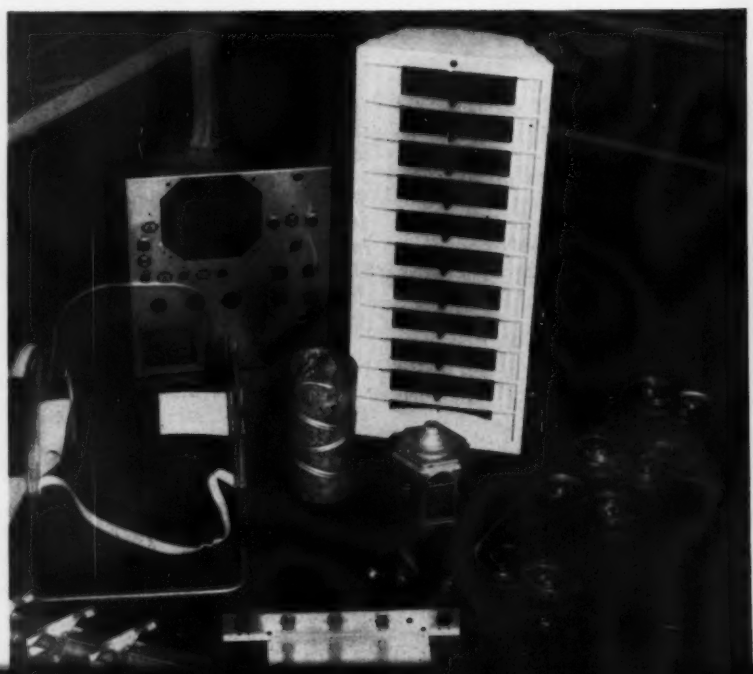
Cold headed fasteners are metal parts which are used, as the name implies, to hold two or more component parts together, whereas special cold-headed parts relate sometimes to fastening devices, but in many cases serve as functional parts.

Rivets, which is the common name for a fastener, are often thought of in terms of putting a bridge together, building a locomotive, or in fabrication of a ship. Those manufactured by this company are a far cry from the ones just mentioned, as they fasten together such items as expansion watch bands, ball bearing races, flourescent light fixtures, luggage, pocket books, household appliances, and thousands of other consumer items.

In the cold-headed specialty field, where many parts are functional in their use, they do not serve as a fastener. Many of these items will be found as contacts on small hearing aid B batteries; as a leveling part for cabinet sinks; as adjusting parts on sewing machine attachments; in tabulator stops on typewriters; spring tension adjustments on the pull chain of electric light sockets; as used in lipstick cases to raise and lower the lipstick; as a closure for perfume atomizers; as a center post for the distributor on automobiles, and countless others.

In manufacturing any of these fasteners or parts, a great deal of "know-how" and experience is highly essential in the determination of whether or not

A GROUP of the wide variety of products and parts that regularly find their way into Milford's Research Laboratory for fastening problems-solution.

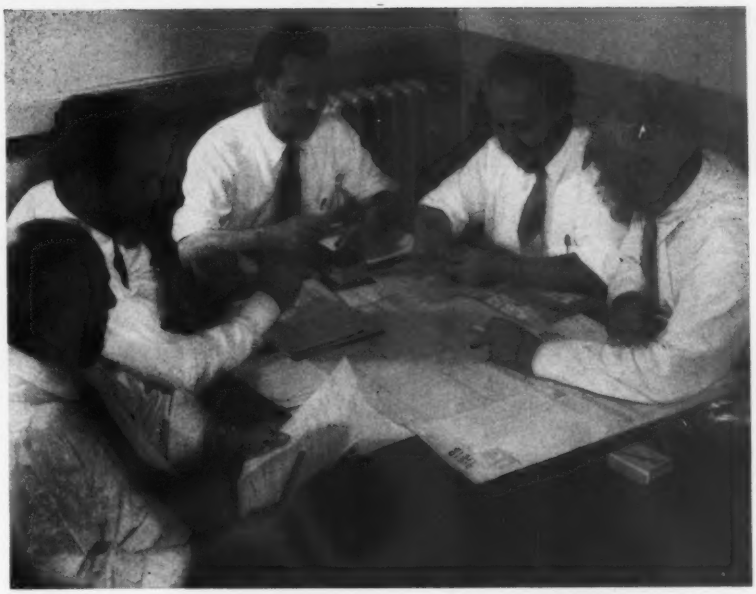


a part may be made by cold heading. There is no text book where a set of rules or formulae may be found to guide a person on the design of a fastener or part; in reality, the process is an art and not an exact science.

Through the years Milford has developed an integrated service which has just been published in a brochure known as "The Milford Method." Basically, this brochure outlines the steps which are taken to satisfy a user's needs. From the consumer's standpoint, as can be readily understood, a standard tubular and split rivet is recommended wherever possible, as in most cases they are the least expensive, and also, most readily available. If the application is such that a standard item cannot be used, then Milford engineering will attempt to design a part which will take care of the requirement.

Headed parts have several advantages—one of which is favorable grain positioning not obtainable by other cutting methods; another is a smooth surface condition free of the tool marks ordinarily resulting from parts cut from bar stock; and, last but not least, usually these parts are produced at a lower unit cost than those cut from bar stock.

Another field which Milford is in is the production of automatic tubular and split rivet-setting machines. By means of this equipment the rivets are automatically fed and set in the customer's assembly, thus affording a very considerable savings in labor and time. There have been cases when some of the special parts produced can be fed and set in these same machines, but, generally speaking, they are confined to tubular and split rivets. The ultimate in economy is the use of standard tubular and split rivets in conjunction with automatic setting equipment.



THE MILFORD METHOD begins to function at a conference of sales, research, application engineering, purchasing and production chiefs where individual problems are analyzed.

The greatest value in the "Milford Method" is to work with these parts users at the design stage, for, as often happens, these fasteners and special parts are thought of after designs are "frozen." To redesign the part at that point many times would result in very costly die changes on the part of the user, and as a result, that user cannot benefit from the economies most often present.

Thousands of dollars are said to be thrown away every year by people not taking advantage of the services offered in the "Milford Method" when a new item is in the idea stage.

Milford also operates plants in Pennsylvania, Ohio, Illinois and California.

THE BATTERY of cold-heading machines shown in the Milford plant has a capacity of producing billions of standard rivets annually.

IN THIS EXOTIC tropical setting, two American GI's are taken on a tour of the interesting landmarks of San Juan, Puerto Rico by a USO volunteer.

How the USO Builds Morale

EDITOR'S NOTE—Although most of us remember the outstanding job done by the USO during World War II to build morale in all branches of our armed service, many people have forgotten that thousands of conscientious citizens are still giving their time to keep the spirits of our armed forces high in this even more trying period of "hot" and "cold" war which lacks the emotional stimulae accompanying an "all-out" war effort. This story of some of the efforts and problems of these unsung volunteers of the USO is both enlightening and stimulating.

WHETHER it's amid the frigid ice and snow of Korea; the jungle heat and mud of some tropical outpost; or the cold regimentation of a camp located here at home or in Europe, the problem is always the same.

We have taken our men and women in uniform away from their homes and their loved ones. They face the unknown, and it is not pleasant. At best, the boredom of inaction—

What can we do to keep their spirits high?

In its own way industry has a similar problem! Factory jobs, especially those involving machinery, get to be pretty humdrum. And when an employee is bored or uninterested his efficiency is slowed down. Accidents can happen. Management knows all about this problem and combats it by organizing departmental activities; bowling, softball, Christmas events, summer outings, baseball leagues, insurance and savings plans, within-the-plant cafeterias and house publications.

On the other hand morale-in-uniform is a much broader, generalized, problem. In contrast to the number of workers in our Connecticut plants, morale-in-uniform deals with four million American men and women away from their homes.

Teenagers in uniform are so numerous they almost predominate—a sharp contrast with the working man here at home, bound by the ties of wife and family—a family man, a "home" man.

The morale of these millions of men and women, whether they fight a shooting war—or merely train and drill and wait—is so important that our enemies are doing and will do everything in their power to shatter it. World peace

HIGHLIGHT of a USO tour of Athens for sailors of the U. S. 6th Fleet currently on Mediterranean maneuvers was a visit to the ancient Acropolis.

and security are involved—so are our own businesses at long last.

The United Service Organizations, Inc., the "USO" to you, deals in morale. The USO is a voluntary civilian agency through which the people in this nation, in peace or war, serve the "religious, spiritual, social, welfare and educational needs of our men and women in uniform."

How do we make morale? Can we make morale with the same tools that we use to make war equipment?

No, but we can make morale by using the same rules of business organization that a manufacturer uses. We build a sales force—the highest type of trained sales force. USO men must be trained specialists in organizing not just one shop, but whole towns and communities for a most special purpose.

USO Camp Show artists must be trained specialists in a form of entertainment that serves in the face of untold obstacles and before audiences the like of which have never been seen before in this world.

The USO serves the off-post needs of men and women in uniform through USO Clubs, lounges, information centers and other service units. It brings top-flight entertainment to troops in hospitals and far-off places, on shipboard, in camps abroad and almost within gun fire of the front line of combat.

USO is the best mobilized part of our home front. Perhaps it is actually the only portion of our home front that is completely and efficiently mobilized for war.

The USO is the one American institution of its kind that goes to war with the armed personnel and when there is no war goes out of business.

Every USO Service Club asks its community for literally millions of hours of volunteer work—the gift of their personal time donated by men and women of good-will—in order to keep up the remarkable job it does and will continue to do for the moral and spiritual well-being of our young men and women spending formative years away from the influences of home.

How would management like to have 5,000 men to supper in one night? From the various articles that have appeared in this magazine reporting "Industry's Open House," conducted in plants all over the state, you are well-informed as to the tremendous problem an undertaking such as this presents . . . the weeks of preparation;

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THE FIRST LADY, Mrs. Dwight D. Eisenhower, cuts the cake at a fund-raising luncheon for the New York USO Defense Fund. Mrs. Eisenhower told the group she was present as the mother of a man fighting in Korea, rather than as the wife of the President.

HERE IS A SOLID indication of the tough grind the Korean circuit represents to USO Camp Show entertainers. Without benefit of proper accoutrements, singer Dorothy Wenzel puts on a show that is well received by GI's, tired from the deadly monotony of service in Korea, and hardships of war.

NAVAL MAN Gordon Clay of Streater, Ill., poses for his portrait at the Newport, R. I. USO-YMCA Club. The artist is James H. McDonough, a USO volunteer with a ten-year record. This is an example of one way the USO combats the problem of morale in uniform.

Occupational Environment

By JAN LIEBEN, M.D.*

THE ABOVE headlines are not scare headlines, but are just a few examples of news items which frequently appear in the daily press. It is our responsibility to protect workers from the toxic materials and processes used in manufacturing.

Medical costs today are high. A death, or a case of occupational poisoning, will raise insurance rates considerably and will be reflected in the price of manufactured items.

Manufacturers strive to keep accidents and occupational illnesses at the lowest possible level. Efforts towards this goal are not only a humane duty, but are also reflected in the annual balance sheet.

To control the effects of toxic materials and to prevent health impairment, industry is aided by insurance companies and governmental agencies—local, state and federal. Insurance companies try to keep claims at a low level and in so doing are vitally interested in the incidence of occupational diseases. Lower insurance rates mean better health and higher profit.

The Sanitary Code of the State of Connecticut in Regulations 280 and 281 deals specifically with occupational disease and the working environment.

REGULATION 280:

No person, firm, corporation or other employer shall use or permit to be used in the conduct of his business, manufacturing establishment or other place of employment, any process, material or condition known to have an adverse effect on health, unless arrangements have been made to maintain the occupational environment in such a manner that injury to health shall not result.

Before any person, firm, corporation or other employer shall undertake any actual construction in connection therewith, the state department of health shall be notified of any contemplated replacement, extension, or new installation of any industrial exhaust ventilating system for the removal of dust, fumes, vapors, mists, or gases, which may affect the health of workers.

Exposure to dusts, fumes, mists, vapors, gases or any materials that may affect health shall be kept below the threshold limits as established in regulation 281.

REGULATION 281: Theshold Limits of Toxic Materials.

Material	*Parts Per Million*	*Milligrams Per Cubic Meter*
Arsenic (metallic and arsenic trioxide)		0.15
Benzene (benzol)	100	
Cadmium		0.1
Carbon bisulfide	20	
Carbon monoxide	100	
Carbon tetrachloride	100	
Chlorine	1	
Chromic Acid		0.1
Formaldehyde	20	
Gasoline	1000	
Hydrogen chloride	10	
Hydrogen cyanide	20	
Hydrogen fluoride	3	
Hydrogen sulfide	20	
Lead		0.15
Manganese		6.
Mercury		0.1
Methanol	200	
Nitrogen oxides	25	
Phosgene	1	
Styrene	400	
Sulfur dioxide	10	
Toluene	200	
Turpentine	700	
Xylene	200	

Exposure to other materials not included shall be kept below injurious concentrations.

Dust (containing more than 90% free silica in the form of quartz) . . . smaller than 10 microns in longest dimension). Less than 5 million particles per cubic foot.

Dust of other mineralogical composition shall be kept below concentrations which will be stipulated depending on the nature of the dust.

The threshold limits given in the Sanitary Code were arrived at as a result of studies which included animal research and medical investigation of workers exposed in industry. These values are used as a guide for evaluating health hazards in industry and in developing their effective control. In addition to the values in the Sanitary Code, a list of Threshold Limits including 10 or more materials is published by the American Conference of Governmental Industrial Hygienists. The threshold limits are periodically revised and changed in the light of new exposures. New substances are

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* *Industrial Hygiene Physician, Bureau of Industrial Hygiene, Connecticut State Department of Health.*

This Business of Making Friends

By C. N. MITCHELL, *District Manager*,
Esso Standard Oil Company, Hartford

IN THIS article the author ties down the sometimes vague and lofty concept of public relations to a practical "bread and butter" plan of making friends who will determine our future to a great extent. Such a plan to insure our future ought to be worth 20 to 25 minutes of reading time, especially when the failure of business to make sufficient friends in the next two to four years may put government in charge of our affairs.

GOOD WILL, or what other people think of you, is worth millions of dollars to modern business although it is still listed, on some company books, as an asset worth $1. No business that enjoys substantial good will would dispose of it for that price. Any company or industry needing public friendship would pay many thousands of dollars to obtain it. You take the name Maxwell House Coffee. The name alone was sold at one time for $5 million dollars. I mention this to show you how much good will is worth to a modern business. The Postum Company paid Calumet Baking Powder $32 million dollars for the prestige of its name. The good will of the old New York World was sold to Scripps-Howard for $5 million dollars after the paper had been out of publication for more than a year. When Chrysler Company bought out Dodge, back in 1926, for $146 million dollars, the purchasers appraised the value of the Dodge name alone at $79 million dollars.

A generation or two ago, however, good will was measured mainly by the ring of the cash register. That was because the only public that business thought much about was the one made up of customers. As long as customers continued to buy, everything was considered satisfactory. Today, however, most businesses are conscious of several publics in addition to their customers. These include competitors, stockholders, suppliers, dealers, various units of government, and finally, that part of the public, which may be none of these. This last group includes everyone who votes or who has an opinion about business.

A few years ago, businessmen thought they had a big enough job keeping up with the needs of customers and retaining their good will, but today, all these other publics are clamoring for attention. Even a drugstore, on a residential corner in New Haven, has a fairly simple set of public relation problems which it cannot afford to ignore. The Ford Motor Company, on the other hand, has a much more complex problem, because its activities affect much larger segments of the people. Public relation complexities of most businesses lie between these extremes.

C. N. MITCHELL

Four Rules of Public Relations

Now, public relations are not an exact science, like mathematics or chemistry. Its rules are less rigid than those which determine equations or formulas. However, there are certain fundamental rules which have been worked out over the years. I want to discuss four of these rules and then go on to show how they have been applied, with considerable success, by the petroleum industry.

Number one, the golden rule of public relations you might call it is "Those Who Know You Well, Think Well of You." Please don't misunderstand me. If the activities of an individual or a company will not stand close examination, then those who know it best think the least of it and if a person or an industry has all the merits in the world, but lives as a hermit, then his neighbors are likely to suspect him of all sorts of things. That's just human nature. But if a person, or a company, or a nation, for that matter, has merits and if, in addition, those merits are known, then his neighbors are certain to think well of him. That, too, is human nature.

I will give you just one example of what good public relations can do. In 1941, the railroads of this country conducted a very extensive survey of public opinion. They found that half of the American people favored nationalization of the transport system. The railroads immediately started a nation-wide public relations program. Here is the result. In 1942, only 33% of the people still favored nationalization, despite the fact that services for civilians had deteriorated due to war conditions. The next year, the percentage dropped to 18, and by 1944, it was down to 15%. In other words, the railroads won overwhelming public sympathy, by telling the plain truth about their problems, by showing what a fine war job they were doing, despite unusual handicaps. They won this support, even though that was a time when civilians could not get Pullman reservations and had to stand in long lines to obtain tickets and seats on diners. This example about the railroads proves, I believe, that "those who know you well, think well of you."

Let's go on to rule number two which is "Public Opinion Pressure is a By-Product of Exposure to Public Attention." For example, a zinc mine,

in Idaho, attracts little public attention. It has its few employees and the community to consider, of course, and perhaps some departments of local government. Otherwise, it needs to deal with few wide-spread pressures. On the other hand, a commercial airline is exposed to public view at many points. It operates under laws enacted by Congress. It is regulated by at least three federal agencies. Many of its employees are continually meeting the public. Critical patrons watch the selling of tickets, the handling of baggage, the serving of meals—not to mention plane schedules and operations. Local taxpayers are conscious of money spent for airports. As a result, the airline is faced with pressures from customers, employees, city, state and federal governments, competing airlines, other methods of transportation and investors. Then, if an airplane cracks up, and is headlined on page one, the company feels additional pressure from all these people and others who make up the mass public. So, if any business is exposed to the public at many points, it can count on many public pressures. In my opinion, the pressures are going to grow, not lessen, over the years ahead. They will have to be met if business is to progress and prosper.

Rule number three on public relations may be stated this way—"The Public May Approve of a Product But Not the Company or Industry That Makes It." A New York advertising executive, not long ago, made a survey of 1,200 newspaper editors throughout the country. He asked them for the feelings of the American people toward big business. 65% of these editors insisted that corporations were less favorably regarded than their products. I can believe that. I know of some businesses that have found themselves the target of restrictive legislation at the very time that customers were buying their shelves bare. It is time for both big and little business to recognize that public good will must be cultivated for their company and their industry as well as for their products. All businessmen, large or small, must be prepared to weather the winds of change which are blowing through the world today, if the American system of competitive enterprise is to survive.

The fourth and final rule of public relations is "When People Have No Definite Opinion About a Company or an Industry, a Vacuum Exists." This vacuum is usually filled by the first plausible idea that comes along, whether it is correct or not.

Program and Benefits

You may be wondering by this time about two things. First, what positive steps can you, as businessmen, take in making constructive use of the four rules toward building good will, and secondly, what benefit do you, as a member of the public, receive from public relations programs conducted by companies or industries with which you are not connected?

The best answer that I can give to both of these questions is by relating a case history of the public relation program which was put into operation by the petroleum industry, more than five years ago. I want to discuss that program at length because I believe its development will give you gentlemen some ideas on how to meet problems confronting your own business. Also, it will show you how the public at large has benefited.

The program was started after a nation-wide public opinion poll had disclosed that the American people knew very little about oil. They were satisfied with the industry's products, its prices, and services, but otherwise, they were pretty much enclosed in that "opinion vacuum" which I spoke of a while ago. The poll indicated that 42% of those interviewed would not even hazard a guess about the number of oil companies operating, in the United States today. Another 41% give the opinion that there are 100 or fewer companies. None of them realized that there are thousands of competing companies engaged in some phase of the oil business, plus 200,000 service stations. Nor did they know that 19 out of 20 of those service stations are owned or leased by individual businessmen. Many people believed that the industry was owned by a few large investors, although the truth is that six of the larger companies alone, have 700,000 stockholders—that most larger companies have more investors than employees, and that the industry, as a whole, is owned by some 3 million persons. The poll indicated that less than half the people believed there is a great deal of competition in the industry. You see the way their minds worked. If there aren't many companies, then there can't be much competition. Yet the fact is that oil is probably the most competitive of all major businesses.

Here is another idea that helped fill the vacuum. Oil men saw at once that these mistaken ideas could not only harm their companies, but actually could back-fire against the public interest as well. Obviously if a large number of the people misunderstood and disapproved of oil industry operations, they might come to favor government control or even state ownership. You have only to look at the mess which exists in any foreign country where government has interfered with or taken over private business to see the disaster that would overtake the United States if anything similar happened here.

The first step in setting up a public relation program for oil, which would combat such trends, was taken by the American Petroleum Institute, a trade association for the industry, late in 1946. It appropriated preliminary funds. It also set up the Oil Industry Information Committee, with a membership of public relation and advertising experts from a great number of companies. The program was built around the theme that petroleum was progressive. It was not intended to sell a single gallon of any oil product. Instead, it was intended to provide America's 2 million oil men, and the American people at large, with all possible information about the petroleum business. The plan was to approach oil men first with this information, because they were in the best position to pass it on to their friends, neighbors, and customers.

The program had the following basic objective—"To help affirm the faith of the American people, that their individual interests, as well as those of the nation, in peace, or in war, are best served by competitive, privately managed, oil businesses." The program set out to stress these fundamental facts:

1. Thousands of companies, large and small, make up the industry.
2. These companies compete for customers' favor.
3. They improve their hundreds of products and bring out new developments as soon as they are perfected.
4. They build for the future of communities in which they operate.
5. Millions of individuals are represented in company ownership.
6. Wage levels are high and employee relationships are excellent.
7. Oil had contributed, enormously, to creating America's high standard of living.

8. Oil men do everything humanly possible to conserve the nation's oil resources and to find new sources of supply.

I think you will all agree that those eight points make up a pretty heavy public relations package. If the public could be convinced of their truth, the oil business would be universally respected and any danger of crippling legislation, or other unfriendly pressures against it, would vanish.

It was planned to spend a year informing oil men, themselves, about these facts before the general public was approached, but the best laid plans of mice and men sometimes go astray. In this case, hardly had the program gotten underway, when a new factor intervened. This factor was an unprecedented post-war demand for all products. This threatened, in the fall of 1947, to swamp the available pipe lines and other means of transport. That demand sky-rocketed immediately after World War II, at a time when the industry was still handicapped by post-war shortages of steel, and other materials needed for expansion. Many unusual measures were adopted to overcome the temporary tight supply condition in the middle west and along the east coast where an unusually cold winter complicated the situation still further. Every possible bit of equipment was pressed into use by oil companies. Some refineries operated far above their rated capacities. Crude oil, which is ordinarily moved by tanker and pipeline was rushed across the country by tank car. Hundreds of tied up tankers were put back into commercial operation. More than 35 million gallons of products were shipped by tanker through the Panama Canal from the west coast to the eastern seaboard.

In the meantime, the young Oil Industry Information Committee went directly to the public with appeals to make available supplies go around. It encouraged individual oil companies to do the same things. Radio, press, leaflets, speakers and every other means of communication were used to bring the people a blow-by-blow description of the battle for oil. The people responded whole-heartedly in this man-to-man approach. They heated their homes moderately, avoided unnecessary auto driving and kept oil consuming equipment in the best possible repair. As a direct result of all these moves, deliveries of fuel oil were less than 1% short of all that was needed to keep consumer completely satisfied, even during the worst sub-zero weather.

Now, that is a record of which anyone can be proud. It shows once again that the oil man thinks in nation-wide terms—that he has the interest of the people of the whole United States at heart—that despite severe handicaps, either in peace or in war, he is fulfilling his obligations as a trustee of one of America's richest natural resources.

It shows something else, even more important from a public relation viewpoint. As a result of the close cooperation of people, during a crisis, true understanding develops. Proof of this came in the form of a second public opinion survey which disclosed that only 8% of the American people placed the blame of the tight fuel oil supply situation of 1947-48, at the door of the petroleum industry. But even more significantly, two-thirds of the people knew that the industry had supplied more oil than it had done the previous year.

The fuel supply situation is now well in hand, thanks to the continuing industry-wide expansion achieved by plowing back $2 billion dollars of company earnings in new plants and equipment during each of the post-war years. Yet the valuable lessons learned, during that tough winter, have not been forgotten and friendships gained then continue to be cultivated.

Since the spring of 1948, two techniques have gone together. On the one hand, every effort is made to help companies convince their employees and dealers that it is to their best interests to tell the story of oil progress to everyone they meet. On the other hand, advertisements, speeches, booklets, moving pictures, radio, television, special events, such as the yearly observance of Oil Progress Week, are used to carry the same story directly to the public.

By the fall of 1949, some of us oil men were feeling pretty good about the program results. We had reached millions of people with the oil story. Committee membership in the field was growing by leaps and bounds. The shortage threat was history, so we had another public opinion survey made. But what did we find when the results were totalled? We found that on the whole, the oil industry stood about the same in public favor as it did in 1946. This really was most discouraging. However, Opinion Research Corp. which had made the survey, considered oil's performance highly creditable. The researchers pointed out that all other American industries had lost ground in public favor since 1946. They also noted that 7 persons out of 10 now agreed that the oil business was progressive, while 3 persons out of every 4 agreed it served the best interests of the public.

I am pleased to report that there is evidence to show that after five years of the hardest kind of work, the program has started to make real public relation progress. The number of persons with favorable impressions of the oil industry has increased. The number of those favoring greater government regulation of the business has dropped. A greater number of people today believe there is a great deal of competition among oil companies.

Our surveys have revealed the public's realization of the oil industry's readiness to meet national security needs. For example, in answer to a specific question, a majority of those interviewed said they believed the industry could produce more gas and oil than it did during World War II. They added that they saw little need for rationing or price control.

Oil Lessons Apply to All Business

Now, those achievements are not spectacular, but they are encouraging. They prove, I think, that a public relation program is well worth-while, even though it requires a tremendous amount of hard work and even though results of real value can only be obtained after years have been spent in laying a solid foundation of good will and understanding.

I have gone into this elaborate analysis of the oil industry program because I believe the lessons learned from it apply, not only to my business, but to yours as well. I sincerely believe it is time for all of us to get used to the idea that we must take the American people into our confidence. If we do so, we will learn how to deal with public opinion pressures and will not be thrown off balance when they arise.

Most businesses are prosperous these days. The American standard of living is the highest in the world. There is relatively little discontent with our way of life, but it is conceivable that in the years to come, there may be another depression. I don't say there will be—I say there may be. We should prepare ourselves, both as businessmen

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A College Student's Reaction To The Congress of American Industry

By DOLORES M., DeTUCCIO, *Junior*, Annhurst College

EDITOR'S NOTE. Miss DeTuccio, of West Hartford, a junior at Annhurst College, Putnam, and the author of this article, was selected by the Association from a list of candidates submitted by the four year degree granting colleges of the state to attend the 1952 Congress of American Industry last December as one of 49 delegates from the 48 states and the District of Columbia. All were the guests of the National Association of Manufacturers from Tuesday, December 2, through Saturday, December 6.

Besides doing justice to seven college subjects, Miss DeTucchio manages to take part in practically every extra-curricular activity her college affords, and in addition, devote many hours to exercising her unusual vocal talents which, one day after graduation, she may devote to singing in a professional grand opera company. Her impressions after attending the NAM Congress attest to the value of acquainting our youth with the men who operate industry and with the problems involved with it.

TO BE chosen as a representative for anything is an honor. To be chosen to represent the students of the state of Connecticut at the Congress of American Industry is a great honor. This news I received with the mixed emotions of joy and trepidation —joy for the fine advantages offered me; trepidation lest my lack of knowledge and experience in this field lead me to gain little and contribute still less to the Congress in general.

My fears were partially groundless. Though I contributed nothing of value, I gained a broader view of what is going on in the world today. As a student of a small college in the country, and carrying seven subjects, I often find myself guilty of withdrawing my attention from the problems of the world and concentrating only on my studies. In this, I forget what true study is—assimilating the facts of the past, integrating them with the present, and striving to profit by mistakes to build a better, more secure future. Thus, study absorbs one's lifetime.

Until I was notified of my good fortune, I must humbly confess ignorance with regard to the existence of such an organization as the National Association of Manufacturers. During the Congress, however, it was made clear that the NAM has been around for many years and has been an articulate, if not always heeded, group. It was indeed a pleasure to hear the voice of management—to hear the other side of the two-sided controversy. Many times I have wondered about management's views on the question of labor and unions. Now I know. Do not think for a moment that I agree with everything that was said. In the main, however, I found much that was in accord with my own trend of thought.

DOLORES M. DeTUCCIO

Since my introduction to the NAM, I find evidence of its services all about me, on television, at school, all heretofore unnoticed. All these tell an eloquent story—that of a strong organization doing its utmost to fulfill its constructive objectives. It is gratifying to note that there exists a body of individuals who think and act as well as talk.

To say that one or the other of the aims is stressed at the expense of the others would be unfair. Let us face facts! Education and industry go hand in hand, each making the other necessary and possible. There is an old saying, "An argument produces much heat and little light; a discussion produces more light and less heat." There were many enlightening discussions at the Congress of Industry. That was an educational experience by which we learned that we might teach, we understood more fully many problems that we might be better understood. From the time of our first breakfast till the close of the convention we were encouraged to mingle with some of the nation's outstanding manufacturers, educators, and government men, exchanging opinions and experiences. It was most gratifying to note that we were not expected to swallow gullibly everything they told us, rather they asked for, received, and respected our ideas and opinions. Often we disagreed. This was the reason we were there—to learn—adult and youth alike.

When we left the Congress at its closing, it was as better informed individuals—people who had benefited by the balanced combination of education and enjoyment so instructive to industrialists and educators as well as to students and apprentices. Our job now is to gather together the ideas put forth at the Congress and utilize them as best we can for the improvement of community, state, nation, and the world.

Who Benefits From The *Gold Standard?**

On June 5, 1933, the privilege of owning gold coin was taken away from the American citizen.

At the time that the law was passed, the statement was made that the working man had lost nothing because he could never own much gold anyway.

There was also the vague impression that taking all gold from private citizens weakened the "power of great wealth" because gold is "rich man's money."

The reason behind the law was freely admitted by the Government: the Administration wanted to raise prices (and cure the depression) by cheapening the money, and if the people had been allowed to buy gold, their purchases would have interfered with this process.

As everybody remembers, there were very few mourners at the funeral service of the citizen's traditional right to convert his paper money into gold, and those who did raise their voices in sorrow were branded as "reactionaries" and "tools of great wealth."

As a matter of cold fact, on that day the American working man lost his greatest protection against tyranny.

Ours is a government of checks and balances so set up that no government nor any department of government can get too much power.

The greatest of these checks and balances was the power of the citizen to turn in his paper money and demand gold when he thought that the Government might inflate the currency and thus lower the value of his savings.

By drawing gold the citizen could draw shut the public purse strings and "cut off the politician's allowance."

The details of just how the gold standard stops inflation have no place in this article, but the result is that the *quantity of gold* held by Government controls the *quantity of paper money that the Government can issue.*

So by drawing gold, the citizen could force a reduction in the amount of paper money.

But as we said before, very few citizens seemed excited about giving up gold because the socialist economists in England had "discovered" that inflation was all right; that public debt was good and not bad as had been believed for 5,000 years.

Under this new "formula" for prosperity, all the Government had to do to put everybody on easy street was issue more and more money and think up enough ways of spending it.

The Government didn't actually *print* all of this new money in the form of bills: it caused the commercial checking banks to accept I.O.U.'s of the Federal Government and issue checking accounts against which the Treasury Department could write checks.

Most of the new money, therefore, was put into circulation in the form of Government checks, but to all practical purposes, it might as well be paper money.

During the 17 years following 1933, the money supply of the United States increased from $41 billion to $174 billion.

As a result the U. S. dollar in 1950 bought only one-half as much as it did in 1933.

IV

This brings us to the most important of the two causes of inflation, namely, an increase in the people's spending money when there is no increase in things to spend it on.

(The other cause is panic buying.)

The production of goods and services *did* go up (about 125%), but not nearly as rapidly as did the money supply.

This made the extra money worthless; *in fact, worse than worthless,* because it reached into the pocket of and robbed all thrifty citizens of about half the value of their savings.

We don't know of any rich people who have suffered any great hardship from the 50¢ dollar, but we know of millions of working people whose plans for a secure old age have been blown sky-high.

Had they been able to buy gold coin when they saw their danger, this need not have happened to them: they would have forced the Government to balance its budget.

It might be asked whether or not the holding of noninterest-bearing gold would not have deprived them of the interest and dividends on their savings.

The answer is *no* because they *would not have had to hold the gold:* the fact that they *could at any time they wanted to* would have been enough to keep the Government thrifty.

Some people claim that the United States is still on the gold standard: they point out that we are on the gold *bullion* standard.

What this actually means is that there are a lot of *gold bars* that can be bought by foreigners (for any reason) and by American citizens, *if those citizens' reasons for wanting them* satisfy the U. S. Treasury Department as being good reasons.

But the protection of the value of one's savings is not considered a good reason.

This means that under the gold bullion standard, the most important protection afforded by the gold standard no longer exists.

It means that the working man's only legal weapon against what amounts to confiscation of his savings has been taken away.

It means that the purchasing power of all bank accounts, insurance annuities, and bonds is at the seldom-tender mercies of a manipulated money supply.

Who then would benefit most from a return to the gold coin standard: the rich man or the working man?

The handful of rich people usually "save" most of their money by investing it directly into things that increase in value during periods of inflation.

The working man, as a rule, does not take the risks that go with investment and about all he can do is pray that there will be no inflation.

Without the right to demand gold, and considering the huge Government expenditures that are just around the corner, there is little chance that his prayers will be answered.

Gold is the working man's best friend.

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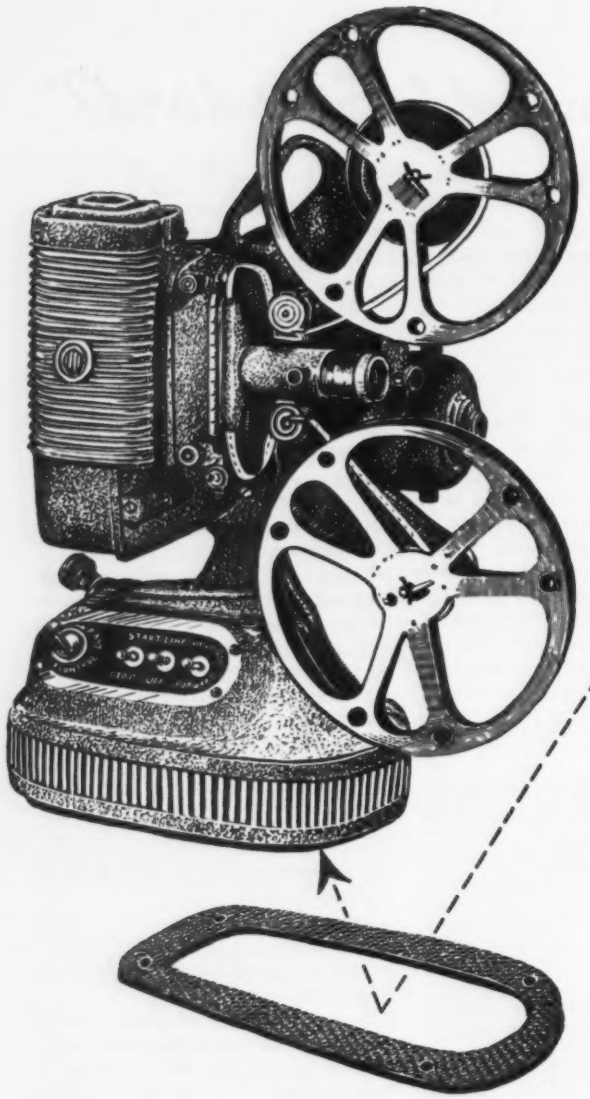
* *An editorial supplied by the American Economic Foundation.*



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NEWS FORUM

This department includes a digest of news and comment about Connecticut Industry of interest to management and others desiring to follow industrial news and trends.

"IMPROVING The Personnel Competence of Management" will be the theme of the third annual personnel conference sponsored by the Connecticut Personnel Association in cooperation with the Department of Industrial Administration of Yale University on Tuesday, March 31, 1953 at Yale University.

The morning session will feature a panel discussion concerning "Management Development." The panel members will be Ellsworth S. Grant, chairman, who is vice president of Allen Mfg. Co., Hartford; Frank Oglee, manager of Employee Relations of Trumbull Electric Co., Plainville; Warren S. Stephens, Training Department, Kodak Park Works, Eastman Kodak Co.; and Leete Doty, plant superintendent, North Haven Division, Pratt & Whitney Aircraft.

The afternoon session will include the topic "Men in Groups—Layman's Analysis of the Individual," by Sam Burk, director of industrial relations, Pittsburgh Plate Glass. Roy Livingstone, vice president of Thompson Products Co., Cleveland, will discuss "Communications." The conference theme will be developed by Fred Atkinson, vice president of R. H. Macy Co., New York.

The dinner and evening session will be held at the New Haven Lawn Club. Walter H. Wheeler, president of Pitney-Bowes, Inc., Stamford, will be the featured speaker. The title of his address will be "The Importance of Being Human."

Advance registration may be made by writing R. A. Meyer, chairman of the registration committee, American Brass Company, Waterbury, and should be accompanied by the $9.00 registration fee payable to the Connecticut Personnel Association.

★ ★ ★

IN ITS 1952 annual report Bush Manufacturing Company revealed plans to enter the aircraft industry field in the development of jet cabin cooler units. The company hopes to have this new operation under way about the middle of this year.

"The addition of this line gives us a definite opportunity to have some strictly defense business that can be expanded, should conditions warrant, and also permits us to use this type of heat transfer surface for commercial development, J. W. Hatch, chairman of the board, and Cecil Boling, president, stated in the report.

The Cover

THIS month's cover photo by Bo and Joan Steffanson, is a view of the Harris Estate, oldest house in Norfolk, Connecticut. Located a short distance west of Norfolk center on the road to Canaan, the house was built of plank between 1750 and 1760 and is one of the few old homes with a fireplace in the cellar. Rows of locust trees frame the driveway.

The company opened a West Coast plant and warehouse in Los Angeles, California, during 1952.

★ ★ ★

E. B. SHAW, general manager of the American Thread Company, New England Division, and president of the Manufacturers' Association of Connecticut, Inc., has been awarded Willimantic's First Citizen's Award.

The Willimantic Police Benefit Association, donors of the award, presented the plaque to Mr. Shaw at the annual Police Ball on February 13.

★ ★ ★

WILLIAM E. HATHEWAY, former president and treasurer of the Hatheway Manufacturing Company, Bridgeport, died recently at Bridgeport Hospital.

A native of Poquonock, he and his

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brothers established a metal specialties firm in 1883, but in 1907 he organized his own firm. He served as president and treasurer of it for 40 years until he sold the company to Marshall F. Barrick two years ago.

Mr. Hatheway held more than 30 domestic and foreign patents.

★ ★ ★

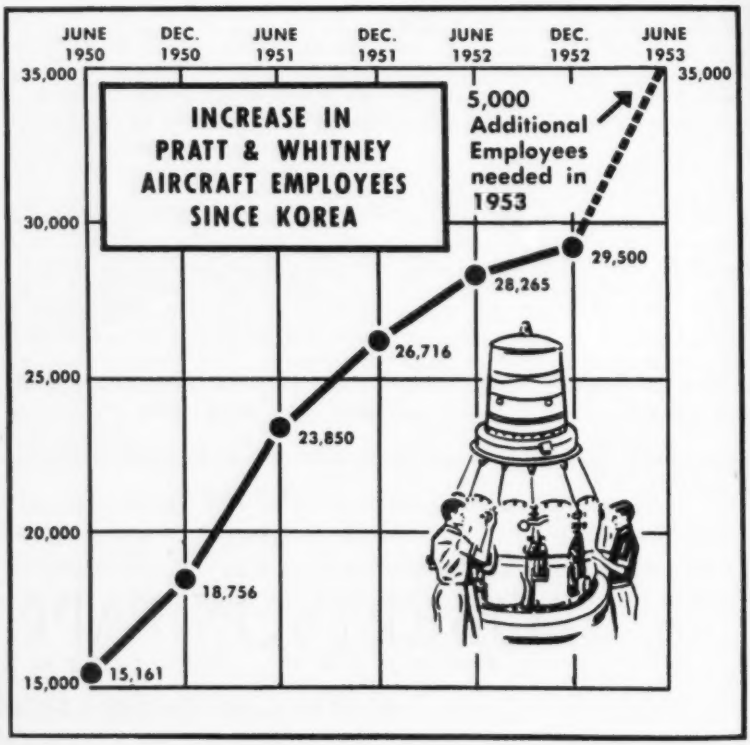
LYMAN D. ADAMS, vice president of the Associated Spring Corporation, Bristol, died recently at the Hartford Hospital after a brief illness.

He joined the Wallace Barnes Company in 1914, and soon after was made manager of its steel mill in Forestville. Named general manager of the Barnes-Gibson-Raymond Company, Detroit, later to become affiliated with the Associated Spring Corporation, he remained there until 1948, when he went to the Bristol division of Associated Spring. In 1929 he was named a director of the corporation and in 1946 became vice president. He was a member of the Hartford Club, the First Congregational Church in West Hartford, and was a 32d degree Mason.

GRAY MANUFACTURING COMPANY, Hartford, is now in production of the Western Electric Company's new automatic telephone and message recording device. This is regarded as one of the most important service-aids produced in recent years for the telephone industry.

The instrument, bearing resemblance to a radio, is connected with a subscriber's telephone and when set in the "on" position it automatically goes into action when the subscriber's telephone rings. It automatically answers or gives the telephone subscriber's recorded name and a message. It invites the party telephoning to speak any message he wants to leave, and it is recorded. The messages thus recorded can be played back. A safety device eliminates the possibility of one message being recorded over another.

The contract to produce the message recording instrument restores business relations between Gray and Western Electric. Gray, originators of pre-payment telephones under the original name Gray Telephone Pay Station



EMPLOYMENT at Pratt & Whitney Aircraft Division of United Aircraft Corporation with its main plant at East Hartford, has almost doubled since the start of the Korean conflict as indicated in the above graph. By January 1, 1953, this figure had risen to 29,500.

Company, grew to its greatness through the pre-payment stations and coin devices. Presently sound recording devices represent a substantial part of the Hartford firm's business.

★ ★ ★

JAMES J. GRAHAM, of New Britain, has been appointed director of Internal Revenue for Connecticut. Ranking among the top three on the competitive examination for the post several months ago, Mr. Graham was selected to succeed Edward Roche of New Haven, who has been serving as acting director of the bureau.

A state employee since 1936, Mr. Graham has been serving as director of unemployment compensation. He is a certified public accountant and a graduate of Georgetown University and Connecticut College of Commerce.

"CONTURA" newly developed photo copier.

A NEW FOLDER describing the "Contoura" Portable Photo-copier and its uses has been released by F. G. Ludwig Associates, Deep River.

Frederic G. Ludwig, head of Yale University's Photograph Department, developed "Contoura" so as to copy book or magazine pages, including curved text of heavy volumes, as well as flat sheets. A patented plastic cushion on the copying face of the machine makes this possible.

The manufacturer states that the device is the only photo-copier that can be carried in a briefcase, so that it can be used wherever material to be copied is located.

★ ★ ★

THE GOLD MEDAL AWARD of the New Haven Advertising Club, given annually for distinguished achievement, was presented to Harry B. Kennedy, at a dinner in the Hotel Taft recently.

Mr. Kennedy, chairman of the board of the Hoggson & Pettis Manufacturing Company, and well known through the state for his pioneering work in the Connecticut Blue Cross and his longtime presidency of that organization, was the 18th person to receive the Gold Medal Award.

Mr. Kennedy, senior member of the Board of Finance and a Trustee of the National Savings Bank, is president of the Connecticut Motor Club and a director of the American Automobile Association. He is a past director of the New Haven Advertising Club.

OFFICIAL GROUND BREAKING ceremonies for a new $100,000 plant for American Cam Company on Granby Street, Bloomfield, were held recently.

H. Mansfield Horner, president of United Aircraft Corporation, turned the first shovelful of earth on the site where the new plant, containing about 8,200 feet of factory space, will be constructed.

In almost every company there is an able executive extremely important to its success and profits. It would take months, perhaps years, to replace him. Meanwhile the company's profits might suffer.

Perhaps you have a department head or technical specialist who is outstanding and would be hard to replace. A Sales Manager perhaps, or a Research Director, or Chief Engineer. The loss of that one man might hit your company hard.

Suppose he died suddenly. Your company would suffer a very real monetary loss.

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American Cam Company, now located in Hartford, was incorporated under the present management in 1948. It is headed by George L. Chase, president and treasurer and Joseph L. Chase, vice president and secretary. The company is a principal supplier of many types of cams to leading companies throughout the country.

★ ★ ★

DAWSON J. BURNS has been elected president of the Wheeler Insulated Wire Co., to succeed A. Roy Welton, retired. Announcement also was made of the appointment of George B. Horn as vice president and general manager. The plant is a division of the Sperry Corporation.

★ ★ ★

CARL McKELVEY has been appointed assistant to the president as factory manager of the Hartford plant of Royal Typewriter Co., according to an announcement by Fortune Peter Ryan, Royal President. He succeeds Henry Hart, vice president, who is on leave of absence.

★ ★ ★

EDWARD F. ANDERSON has been appointed an assistant to Paul E. Fenton, vice president of manufactured sales at the Scovill Manufacturing Company, Waterbury.

Mr. Anderson, who has been with the firm's New York sales office since 1950, will assist Mr. Fenton in the marketing, merchandising and promotion of Scovill's trade-marked products.

Previous to joining Scovill he was assistant director of the Commercial Development Division of Merck Co., Inc.

★ ★ ★

THE RAYBESTOS National Replacement Sales conference, a five-day session, took place recently at the Stratford plant. Approximately 62 salesmen from throughout the United States attended the conference.

The meeting was under the supervision of James L. McGovern, Jr., replacement sales manager; Jerome W. Brush, assistant sales manager, and David E. Cunningham, advertising manager of the Raybestos Division.

★ ★ ★

HAROLD F. KNEEN, vice president of the Safety Car Heating and Lighting Company, New Haven, who is chairman of a committee of execu-

L. TRACY SHEFFIELD, seated, president of Sheffield Tube Corp. of New London, put his smile of approval on the latest in his company's color ad series recently while visiting his West Coast office. Looking on with Mr. Sheffield are Kirke Beard, left, and George A. McConnell, right, of Anderson-McConnell Advertising Agency, the firm in charge of the advertising program. Thomas C. Sheffield (center, standing), heads the West Coast office. The series spotlights products that have been packaged in collapsible metal tubes manufactured by Sheffield.

tives who have founded the new school of executive development at New Haven College, told the school's first class of middle-level executives that management is looking to them for "bigger people to succeed it and to form the business team of the future."

The new school, set up to provide "additional breadth and understanding aside from specialization," is being adapted for the needs of New Haven County business and industry. The school will follow a four-year program of courses in executive development. Ernest Phelps, training director of Olin Industries in New Haven, is technical advisor for the program.

★ ★ ★

ROBERT B. DAVIS, who has retired as general manager of the Raybestos Division, and vice president of Raybestos-Manhattan, Inc., Bridgeport, was honored recently by company employees and executives at a surprise testimonial dinner at the Ritz ballroom, Bridgeport.

Sumner Simpson, board chairman and founder of Raybestos-Manhattan, was one of several speakers to pay tribute to Mr. Davis for his many accomplishments during 38 years of service with the firm.

Mr. Davis became associated with the corporation in 1915. For several years he sold Raybestos Silver Edge Brake Lining in the New York area. In 1937 he became a director of Raybestos and was appointed general manager in 1939. He became vice president of the corporation five years later.

★ ★ ★

THE SYNTHETIC RUBBER PLANT of the Naugatuck Chemical Division, U. S. Rubber Co., has been awarded the National Safety Council's Award of Merit for 1,289,306 manhours worked without a disabling injury.

The award, the fourth such honor won by the plants' 375 employees, was presented to Dr. Harry Wintsch, plant manager, by E. M. Cushing, director of industrial relations, U. S. Rubber Company.

★ ★ ★

THE FORMATION OF A subsidiary company in Puerto Rico, has been announced by The Warner Brothers Company, Bridgeport. The company which has been named Warner Brothers Company of Puerto Rico, Inc., will manufacture foundation garments.

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BLOWER CO. COLONIAL PLAINVILLE CONN.

This new plant represents the latest unit in Warner's current expansion program. Already announced are a new plant in Mountrie, Georgia, and the construction of a new factory building in Thomasville, Georgia.

★ ★ ★

TO MARK its fifth anniversary which occurred in mid-December, The Flexible Tubing Corporation, Guilford, has announced the inauguration of a service club, the Flex-Serv Club. Five years of continuous employment makes an employee eligible for membership. Frederick K. Daggett, company president, and Mrs. Charles Mitchell, supervisor of the sewing department in Plant No. 2, were honored at a luncheon as the first members of the club.

The company manufactures a coated fabric flexible tubing under the trade names Spiratube and Ayrtube.

★ ★ ★

MANUFACTURING operations are now in process at the new plant of Buswell Metal Products, Inc., in Southington. The company was formerly located in Kensington.

The new building, of brick and cinder block construction, has 1,000 square feet of office space and 7,200 square feet of factory space. The offices are paneled in knotty pine with recessed fluorescent lighting fixtures and soundproof ceilings. The plant is equipped with 21 automatic screw machines and a complete line of secondary machinery. The company manufactures a variety of items ranging from small electrical products to plumbing fixtures and tool parts.

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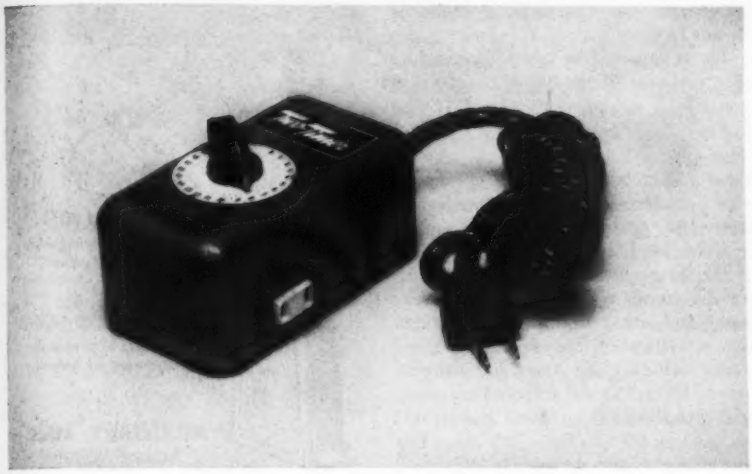

"TWO-TIMER" is the name of this electric timer which has been developed by the Bristol Motor Division, Vocaline Company of America, Inc., Old Saybrook, for use as an automatic time control attachment for electric heating pads, tumbling machines, small baking ovens, air conditioning and humidifiers, or for the break-in period for motors, electronics equipment, etc.

HALRICK, INC., is a new Danbury industry carrying on a new process that bonds porcelain enamel to aluminum.

After a year of experimental work designed to uncover new uses for enameled aluminum, the owners, Frank J. Halapin, president, and Konrad J. Richter, vice president, and treasurer, expect to start production early this year on a larger scale.

Essentially the process is one to color and protect or insulate an aluminum surface. The company recommends its product for roofing, structural siding, wall and ceiling panels, signs and labels, furniture and cabinets, pipes, fittings and tanks, architectural tile, electrical shielding and appliance parts.

★ ★ ★

GEORGE TURNER KIMBALL, New Britain, a prominent citizen of that city since 1913, and former chairman of the board of directors of the American Hardware Corporation, died recently following a lengthy illness.

Mr. Kimball served as chairman of the board from March 1945 to March 1949. Prior to his election as chairman, he served as president of the corporation for 20 years, succeeding H. C. M. Thomson in March 1925.

Mr. Kimball was born in Chicago and was graduated from Lake Forest College with an LL.B. degree in 1899. He served as an accountant for Linn & Dwight, Chicago, for several years, and then practiced as a lawyer and accountant from 1906 to 1913. He joined the American Hardware Corporation as an auditor in 1913.

Mr. Kimball was active in civic and social affairs in New Britain, and was a director of the New Britain National

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He is survived by his wife, the former Jeanette Thorson.

★ ★ ★

D. T. MARVEL has been appointed vice president for Sales of Olin Industries, Inc., it was recently announced by John M. Olin, President.

Mr. Marvel will have responsibility for the company's overall sales, advertising and sales promotion and marketing activities of the operating divisions, including the Arms and Ammunition, Electrical and Export Divisions, with headquarters in New Haven.

★ ★ ★

FRANK M. MASON, one of the outstanding contributors to the development of modern electrical motors for industry, died recently at Grace-New Haven hospital, after a brief illness resulting from a heart attack.

Mr. Mason had been a vice president of U. S. Electrical Motors, in charge of the firm's operations in the East, since 1947, and was responsible for an organization of some 700 persons.

Mr. Mason's first position with the firm was testing motors in the engineering department in Los Angeles. About 1932, he was promoted to the supervision of engineering sales for a large-scale project then being handled in the Los Angeles plant, and a year later he became manager of sales for the firm's Chicago branch.

In 1937 he was placed in charge of engineering and plant operation of a branch in Brooklyn, New York, and when that branch was moved to Milford, Connecticut in 1941, Mr. Mason became plant manager.

★ ★ ★

THE ARROW-HART & HEGEMAN ELECTRIC COMPANY, Hartford, has added more than 36,000 square feet of floor space to its branch facilities in Danielson, according to plant manager George Saunders.

The Hartford firm purchased a three story concrete structure which will be used initially for storage purposes. The building is part of the original Quinebaug mills.

The company now occupies about 135,000 square feet of floor space at its East Brooklyn site, not including the

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latest purchase. Employment during the past year averaged about 150 persons. Assembly operations are conducted on two floors, with basement storage facilities.

★ ★ ★

SIX EMPLOYEES of the Norma-Hoffmann Bearings Corporation, Stamford, have been inducted into the firm's 25-Year Club. Gold watches were presented to the six by Mrs. William L. Hubbard, wife of the Norma-Hoffmann president.

Paul T. Osterby, personnel director, was master of ceremonies at the party in honor of the veteran employees.

★ ★ ★

THE SALE of all land, buildings, equipment, material and inventory of the Barth Manufacturing Company, Milldale, to the Barth Engineering and Manufacturing Inc., has been announced by Edward G. Hackbarth, president and treasurer of the Milldale firm.

The new organization, the Barth Engineering and Manufacturing Company, Inc., has the following personnel: Clifford Strike, chairman of the board; Joseph VanVleck, Jr., treasurer; Jackson Martindell, a director; Charles Russell, president and general manager; John K. Mitchell, vice president and general sales manager; Edward G. Hackbarth, consultant and Judge Stephen K. Elliott, secretary and attorney and Merrill Polancer, assistant treasurer and auditor.

The new company plans to continue the manufacture of metal forming and cutting equipment, and in addition will utilize the plant's facilities in the fields of controls, servo system and instrumentation for both industry and government services.

★ ★ ★

ROBERT N. ALLEN, formerly vice president of Bridgeport Brass Co., has been named general manager of Standard-Knapp Corporation of Middletown, a subsidiary of the Emhart Manufacturing Company, Hartford.

Mr. Allen joined Emhart in 1949 as director of industrial relations and in 1952 became assistant general manager of the company.

★ ★ ★

THE NEWLY FORMED Stamford Engineering Society, which is an affiliate of the Stamford-Greenwich Manufacturers' Council, held its first general meeting recently in the cafeteria of the Norma-Hoffmann Bearings Corporation. The meeting was presided over by William L. Hubbard, president of the Norma-Hoffmann Bearings Corp. Mr. Hubbard will serve as temporary president of the Society until the beginning of the fiscal year of the new organization, which has tentatively been set at July 1, 1953.

Mr. Hubbard has stated that the Society will serve as a focal point where engineers can discuss certain technical problems, can exchange ideas, and can urge young people to take up the profession of engineering.

★ ★ ★

UNDERWOOD CORPORATION will enter the punched card accounting field this year by introducing in the United States a complete line of equipment of advanced design, according to annbuncements by P. D. Wagoner, chairman, and L. C. Stowell, president.

Arrangements have been made with Powers-Samas Accounting Machines, Ltd., of London, a subsidiary of Vickers, under which Underwood will distribute and service Samas products in the United States, Canada and other parts of the Western Hemisphere. Samas machines are the most popular punched card machines in England and have been extensively used in many other countries. The equipment includes a complete line of Automatic Key Punches, Automatic Verifiers, Reproducers, Interpreters, Interpolators, Sorters and Tabulators.

★ ★ ★

KENNETH B. MASON has been named manager of Sargent and Company's New York office, according to J. Bryer Duff, vice president and general sales manager of the New Haven lock and hardware concern. He succeeds the late Horace J. Crawford.

Mr. Mason's experience in the hardware field began twenty-nine years ago when he joined Sargent & Company as a stock clerk. After training in various departments, he went into sales in 1927. In 1943 he joined John C. Knipp & Company, marine hardware and millwork manufacturers, as manager of their New York office, a position which he held until rejoining Sargent & Company.

★ ★ ★

IN BRIDGEPORT, three manufacturing executives, all members of the Young President's Organization, have announced the beginning of a new educational program designed to place

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the experience of young businessmen before university students of business administration and management.

The organizers, Hugh V. Allison, president of The Allison Company; Seymour L. Hollander, president of Hollander Metal Products Corporation; and Henry C. Wheeler, president of The Acme Shear Company, said the educational program is a project of the Young President's Organization to encourage new business. It has a two-fold purpose: "to encourage young people to own their own businesses eventually, rather than to seek permanent security in already established firms, and to help students obtain a better understanding of the economies of a capitalistic free enterprise system.

★ ★ ★

THE DIRECTORS of the Plume & Atwood Company, Waterbury, have announced that the firm's contract with Thomas I. S. Boak, retaining him as head of the company, has been renewed for a three-year term.

The directors of the company who control a majority of the outstanding stock were unanimous in their praise of Mr. Boak's record in the three years he has headed the operations of the firm.

★ ★ ★

NEWLAND F. SMITH has been appointed television manager of Gray Research and Development Co., Inc., manufacturers of television studio equipment, it has been announced by Walter E. Ditmars, president.

Mr. Smith will handle overall planning of production, sales and development of new products for the Manchester firm specializing in production of telops, multiplexers and other TV station equipment. The company is a subsidiary of Gray Manufacturing Company, Hartford.

He has most recently been director of general engineering for the Mutual Broadcasting System and Station WOR. Previously he was with the television engineering group at RCA and Philco Corporation, Philadelphia.

★ ★ ★

VETERAN EMPLOYEES of the Bay Division of Parke, Davis and Co., Bridgeport, with 25 years or more of service were honored at a testimonial dinner recently at Fairfield Inn, Fairfield. Each was presented with an Elgin watch, inscribed with the employee's name, year of entry and date of the award.

Jack Wardlaw, author of *Top Secrets of Successful Selling*

How to make more time for selling

The *first* requirement of a good salesman, according to recent sales management studies, is the *ability to organize time.* Even the best salesmen get bogged down in paper work . . . fail to realize their full potential.

Above, you see how to lick that problem. Each man has his own Gray Audograph . . . *talks* his call report and follow-up letter while the facts are fresh. He *mails* the plastic disc in for typing and action, while he goes on to the next call. *Less paperwork . . . more sales calls . . . more time to think and plan.*

Even the traditional, long-winded sales convention is losing favor. Instead of calling men in off the road, you send out short, frequent messages *on Audograph discs.* Your sales training program comes *alive* . . . gets better results . . . is more easily managed.

These are some of the reasons leading firms have equipped their sales forces with individual Audographs. But it's only *part* of the story of how low-cost, versatile Audographs are speeding paperwork everywhere in business and professional offices. *Get the complete facts!*

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AUDOGRAPH* sales and service in 180 U. S. cities. See your Classified Telephone Directory under "Dictating Machines." Canada: Northern Electric Co., Ltd. Abroad: Westrex Corp. (Western Electric Co. export affiliate) in 35 countries. *Audograph is made by the Gray Manufacturing Company — established 1891 — originators of the Telephone Pay Station.*

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Please send me your illustrated Booklet I-3— "How to Talk Yourself out of Time-Taking Work."

NAME

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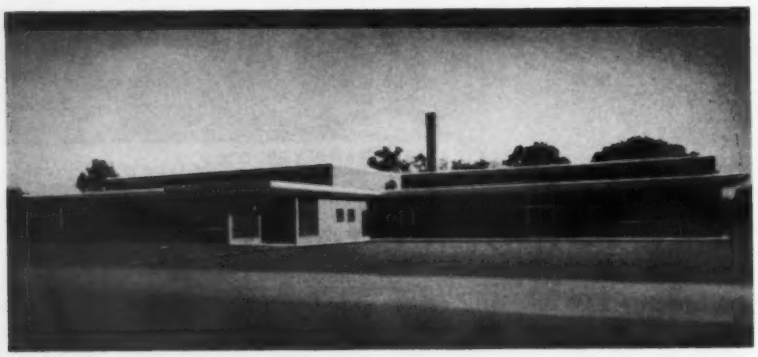
THIS is the new small electric motor now being manufactured by Connecticut Telephone & Electric Co.

The honored group was composed of 24 employees with a total of more than 600 years of service, there being 14 from the Bridgeport plant and ten from the Versailles plant.

★ ★ ★

ONE OF THE SMALLEST and most powerful electric motors ever manufactured is currently being mass produced by Connecticut Telephone and Electric Co., according to an announcement by the company.

Built to stringent military specifications of size and performance, this "Connecticut" precision product measures 1" by 1⅛" by 2½". Two models are available with exacting speeds of 8,000 and 12,000 RPM's.



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THE TAYLOR & GREENOUGH CO. 20-30 BEAVER ROAD WETHERSFIELD 9, CONN.

A COLORFUL and comprehensive catalog describing nearly 800 Nelco carbide tools has just been issued by the Nelco Tool Company, Manchester. The 48-page brochure highlights the complete Nelco line of milling cutters, drills, arbors, grinder-lathe centers and tools, with photographs and specification drawings.

Also featured is a graphic account of the faster, easier, more profitable output that is said to result from the use of these advance designed carbide tools.

★ ★ ★

FRANK WATERMAN, president of The Waterman Pen Co., Inc., Seymour, has announced plans to accelerate the company's expansion program, using the Connecticut plant as the "hub of their operations."

In a move to insure constant progress and prosperity, a new top management team, headed by Robert D. House as executive vice president, has been appointed. Production and sales will be revitalized, and the entire line of Waterman fountain pens will be restyled. The first step in this new program was the introduction of a fountain pen with a polished sapphire as a writing point. The new pen, weighing less than one ounce, is said to be the lightest ever marketed. It has a gold-filled barrel and a retractable point.

Mr. House, who was formerly president of Argus Cameras, Ann Arbor, Michigan, said that the company would conduct an intensive research program for the development of new products, and that advertising, promotion and merchandising campaigns would be more tightly integrated than before.

The company, founded by Lewis Edson Waterman, inventor of the first workable fountain pen, has pioneered in writing instruments since 1884.

★ ★ ★

MORE THAN 1,000 new industries have started operations in Connecticut since the end of World War II. according to the Connecticut Development Commission. About one-tenth of these industries moved here from other states.

The Commission stated that the migration to Connecticut by industries continues steadily, two-thirds of the companies being firms moving out of congested metropolitan New York.

PHILIP B. WATSON, works manager of the American Cyanamid Company, Wallingford, and a director of the Manufacturers' Association of Connecticut, was re-elected president of the Meriden Manufacturers' Association at the group's annual meeting.

A. V. Bodine, president of the Bodine Corporation, Bridgeport, was the principal speaker at the dinner meeting. Mr. Bodine expressed optimism regarding future business condition prospects. He cautioned against any increases in the state corporate taxes during the present session of the General Assembly. He explained that 52 per cent of all persons gainfully employed in Connecticut are employed by industry and the state must do all in its power to maintain a climate favorable to industry.

Other officers elected were: vice president, Robert T. Collins, resident manager, New Departure Division, General Motors Corporation; treasurer, L. A. Tobie, president, Meriden Savings Bank.

★ ★ ★

A NEW liquid-tight flexible metal conduit called "Sealtite" Flexible Electrical Conduit Type UA, is now being manufactured by The American Brass Company, Waterbury.

"SEALTITE" Flexible Electrical Conduit Type UA is the first of its kind to gain Underwriters' Laboratories approval for use in wet locations. It is manufactured by The American Brass Company, Waterbury.

The tough, extruded synthetic covering over the flexible metal core is said to protect wiring against moisture, oil, dirt, chemicals and corrosive fumes, on permanent and temporary installations. The conduit is made of spirally wound, interlocked zinc-plated steel strip with a copper bonding conductor wound spirally in the space between each convolution on the inside of the conduit.

★ ★ ★

W. R. SPEARRIN has been appointed manager of the newly created Standard Products Division of the Mattatuck Mfg. Co., according to an announcement by Stuart E. Judd, President.

Mr. Spearrin, formerly sales promotion manager of the Gripper Fastener Division of Scovill Mfg Co., will be in charge of sales, merchandising and development of new products.

★ ★ ★

WARREN E. HILL has been elected vice president in charge of operations, a new post, by the board of directors of Emhart Manufacturing Company, Hartford.

Mr. Hill was previously executive

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vice president of the flexible packaging division of Shellmar Products Corp., Mount Vernon, Ohio, and had served the Pro-phy-lac-tic Brush Co. in Florence, Massachusetts, for 20 years. At Pro-phy-lac-tic he had been vice president and administrative co-ordinator of the company, in addition to acting as general manager of its Pro!on division, a plastics manufacturing operation which he founded.

★ ★ ★

FORMATION of a General Research Organization for Olin Industries, Inc., has been announced by Dr. Fred Olsen, vice president for research and development. Dr. Olsen also named five department managers of the new General Research Organization.

Dr. Olsen, internationally known explosives chemist and inventor, and president of the Industrial Research Institute, said that the overall research body will insure that Olin Research will focus on developments of significance to the entire company.

The research group will conduct basic research and work with all eight Olin Manufacturing divisions on long range and specialized research problems and will coordinate the efforts of the company's various divisional research departments.

★ ★ ★

THE BRISTOL COMPANY, Waterbury, recently announced the application of its Metameter Telemeter for use in taking remote readings of atmospheric temperature in connection with weather observation.

Temperatures are measured at the remote point and the readings transmitted over a pair of telephone wires to a recording receiving instrument located at the observation site. A glance at the recorder chart tells the observer what the temperature is at the remote point, what it has been for the past several hours, and its trend.

Movie Night—A Six-Way Educational Project

(Continued from page 9)

All along the way, a friendly, close relationship was built up among committee members, employees, and supervisors—all with the same objective of making "Movie Night" a success.

The top executive of U. S. Motors in the East used "Movie Night" as a means of sending a letter to employees' homes, inviting them, their families, and friends to attend. In addition, he sent invitations to Town Manager John Desmond, town officials, Superintendent of Schools Joseph Foran, and others in the community.

FRIENDS, neighbors and families came to the "U. S. Motors Movie Night."

The "Movie Nights" were held in the beautiful Milford High School auditorium where complete motion picture projection equipment is available. Arrangements were made with School authorities, affording U. S. Motors another opportunity to work hand-in-hand with the schools in a community project.

An exhibits and displays committee organized displays of products, and a series of excellent photographs showing U. S. Motors men and women on the job.

An inexpensive, but attractive, program was given to everyone attending the show. A few introductory remarks by Vice-President Mason in the printed program welcomed the audience, and outlined the purpose of "Movie Night." The program itself was described on another page, and the committee members' names took up the fourth and final page.

News releases were given to the local newspapers on a continuing basis, telling the story of U. S. Motors, its personnel policies, and its alertness and aggressiveness in selling a product needed by American industry.

What does all this add up to in employee and community relations? Here's the way it looks to us, who have been close to U. S. Motors employee, community and public relations. "Movie Night," in our opinion, accomplished the following:

1. It opened several channels of communication with U. S. Motors employees themselves, through letters from the vice-president in charge, bulletin board material, news releases in the local press, and person-to-person contact between the company management personnel and employees.
2. It helped solidify employee-supervisor relationships with a spirit of working together on a project not connected with the every-day job of production.
3. It provided an apportunity for U. S. Motors to work with the leaders in the community, and to tell the community about the company and its importance to the local economy.
4. It gave U. S. Motors a vehicle for telling its story to the various publics through the news columns of the local newspapers.
5. Prospective employees, friends of present employees and others, saw the U. S. Motors in operation, and got a clear picture of what it is like to work at the Milford plant. Therefore, it is expected that it served as a means of encouraging men and women to seek employment here.
6. And finally, and most important, it provided U. S. Motors with the opportunity to show its employees that sales, production, engineering, and all of the various phases of the company's operations, go together to provide sales, jobs, and job security.

The tricycle that tripped up an executive committee

HE WAS an architect for a St. Louis contracting firm building industrial installations in the South—a key man in the organization.

Seven months ago, he parked his car in his own driveway when he came home for dinner. It was already dark when he stepped up the front walk. And just before he reached the slate steps up to the door, he tripped over a tricycle left carelessly outside by his 4-year-old son.

This architect has been in bed ever since—first a broken hip and then an embolism.

The accident has put the executive committee of this building firm in a tough spot. They've continued the injured man's salary up to now. But with work piling up, they've had to hire another architect to do his job.

Now, since the doctor says recovery will be long and slow, the heads of this company face another grave decision. *Can they justify paying two salaries for one architect? Or should they stop the pay that the disabled man's family depends on?*

There is simply no *right* way to decide a question like this. But there *is* a way to make sure now that you'll never have to make such a critical decision in *your* business.

Ask your Travelers agent or broker how little it will cost your business to give your key men the protection of Travelers Business Accident Insurance.

With a Travelers Business Accident Insurance Plan, the men you depend on most are assured that medical expenses will be paid and a weekly income provided in case of a temporary disability resulting from an accident. If the disability should prove permanent, an income for life is guaranteed.

Make up a list of your key men and call in your Travelers man to get the exact cost of this protection down on paper.

ON ALL FORMS OF EMPLOYEE INSURANCE YOU WILL BE WELL SERVED BY *The Travelers*

The Travelers Insurance Company, The Travelers Indemnity Company, The Travelers Fire Insurance Company, The Charter Oak Fire Insurance Company, Hartford 15, Connecticut.

When they rushed him into the local hospital, the man was in critical condition — probably crippled for life, if he lived at all. His left leg and thigh had been terribly fractured, the lower part of his body seemingly smashed beyond repair.

The attending physician did everything he could. But the chances of mending the shattered leg of this 26-year-old worker seemed well-nigh hopeless and complete amputation was seriously considered.

Upon the recommendation of the Ætna's Surgical Advisor, however, the patient was flown to Dallas. There the skilled hands of specialists performed a successful operation. The man's life and leg were saved, and his maimed body healed normally.

Thus, a terribly injured man was restored to active, useful life — and a case that might well have resulted in a loss amounting to $25,000 or even $30,000 was settled for under $13,000.

To the insured employer, this meant a worthwhile saving in premium under the retrospective rating feature of his Ætna Workmen's Compensation Policy.

The incident also created improved industrial relations when other employees saw that the finest medical and surgical facilities were promptly made available to their injured fellow worker.

Even in the most difficult cases, the skill and experience of Ætna Loss Handling Service has often been spectacularly successful in reducing the tragic effects and costs of industrial accidents. Ask the Ætna representative in your community for complete information on this valuable service that benefits many hundreds of Ætna-insured firms.

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INDUSTRIAL
Relations — Law

By FREDRICK H. WATERHOUSE
Counsel

THE United States Supreme Court recently announced a decision which appears to bring the enforcement of the criminal provisions of the Fair Labor Standards Act more nearly within the intent of our constitutional prohibition against unreasonable fines and forfeitures. Until now it has been a favorite method of operation of the enforcement agencies to treat each separate item or incident as an individual violation subject to the maximum fine of $10,000 for each such item.

The Government had filed a separate count for each week in which a minimum wage violation was alleged and also overtime violations in twenty separate weeks, one per week. A total of only eleven employees were involved, and two violations having been charged as to each of nine employees. There were further charges of record-keeping violations as to four employees, two violations as to each of two employees being charged.

Under the method of prosecution adopted by the Government the district court concluded that although the employer was offending for the first time, the separation of each item and each week with regard to each employee would authorize a fine of $320,000 upon conviction.

The lower court rejected the contention of the prosecutor that he could treat as a separate item each breach of the statutory duty owed to a single employee during any single work week and granted the employer's motion to dismiss all but three counts of the complaint. The court determined that it is a course of conduct rather than separate items in such a course of conduct that constitutes the punishable offense and, therefore, ordered the consolidation of the separate acts into three charges, one claiming a violation of each of three sections of the law. The Government attorneys were not happy about this decision and appealed to the Supreme Court.

The Supreme Court adopted the lower court's interpretation and said, "The district judge was therefore correct in rejecting the Government's construction of the statute. The offense made punishable under the Fair Labor Standards Act is a course of conduct. Such a reading of the statute compendiously treats as one offense all violations that arise from that singleness of thought, purpose or action, which may be deemed a single 'impulse,' . . ." The court continued as follows: "Merely to illustrate, without attempting to rule on specific situations: a wholly unjustifiable managerial decision that a certain activity was not work and therefore did not require compensation under F. L. S. A. standards cannot be turned into a multiplicity of offenses by considering each underpayment in a single week or to a single employee as a separate offense."

To further emphasize the nature of its "course of conduct" theory, the court said, "However, a wholly distinct managerial decision that piece workers should be paid less than the statutory requirement in terms of hourly rates, . . . involves a different course of conduct, and so would constitute a different offense. Thus, underpayments based on violations of the statute as to these piece workers could not be compounded into a single offense with unrelated underpayments which resulted from the decision that a certain activity was not work, merely because the two kinds of underpayments occurred in the same workweek or involved the same employee. Whether an aggregate of acts constitute a single course of conduct and therefore a single offense, or more than one, may not be capable of ascertainment merely from

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the bare allegations of an information and may have to await the trial on the facts."

Recognizing that under certain circumstances there may be more than one violation of the act with regard to the same employees the court summarized its decision as follows: "All we now decide is that the district judge correctly held that a single course of conduct does not constitute more than one offense under Section 15 of the Fair Labor Standards Act."

Undoubtedly further clarification will be necessary to more definitely establish the determination of what is a "course of conduct" and what acts may be considered separately as individual offenses. However, regardless of how the court may elaborate on the "course of conduct" theory, it is definitely established that hereafter the Government may not treat each separate act or entry as a separate offense and punishable by the maximum penalty when they are in essence so related as to be more properly considered as the collective result of a single determination or the single result of an interpretation of a specific provision of the law.

The court failed to mention anything about the constitutional prohibition against excessive fines. It would seem reasonable that any interpretation authorizing a fine of $320,000 for violations of the Fair Labor Standards Act by a small employer should be held a violation of our constitutional provision. Many small employers have been threatened with bankruptcy and undoubtedly many have been very seriously injured by the interpretation heretofore followed by the Government, permitting the compounding of alleged violations resulting in the possibility of astronomical fines.

We may also hope that this approach of the Supreme Court may carry over into other phases of federal law enforcement to prohibit the possibility of abuse created in this manner.

Results—The Amazing Growth of LaPointe Electronics, Inc.

(Continued from page 8)

through 13 were developed and certain types of antennas became more or less standard. But with the advent of Ultra High Frequency (UHF) or channels 14 through 83, other problems have arisen and the development of different types of antennas has been necessary. Fortunately for LaPointe, the only experimental UHF station in the country was located in Stratford, Conn., for a number of years before its transmitter and tower were shipped to Portland, Oregon where the first commercial UHF station began operation a few months ago. This experimental station enabled LaPointe to conduct early research on the problems of UHF reception and thus be thoroughly prepared for the new market areas such as Portland. It is significant that almost three-quarters of the new stations have been allotted UHF frequencies.

One of the most interesting and important products developed by LaPointe in this connection is a printed circuit device that, when connected between VHF and UHF antennas, electronically isolates the two frequencies. This device is invaluable for instance in the Connecticut area, where UHF antennas are being added to VHF installattions, because it eliminates the need for two separate lead-in wires. LaPointe has exclusive patent license on this unit which can also be employed as an integral part of a combination VHF-UHF antenna or at the receiver itself, in place of two sets of antenna terminals.

In all, nearly one hundred products are manufactured by LaPointe, from precision machine parts to highly specialized electronic equipment.

LaPointe Electronics Inc., can be considered as one of the fastest growing concerns in Connecticut and it serves as an outstanding example of the American system of free enterprise. Much of the credit, however, for the Company's phenomenal growth is due to LaPointe's President, Jerome E. Respess, whose tireless efforts have, in great measure, been responsible for giving Connecticut another large new industry. Of great personal satisfaction to Mr. Respess and the management of LaPointe is the contribution that the Company has also been able to make to Connecticut by helping to relieve the stricken Rockville area. Nearly five hundred Rockville area residents have been employed in the plant during the brief period since LaPointe moved from Windsor Locks. With the unlimited possibilities of the electronics industry, and the field of television in particular, the continued growth and progress of LaPointe Electronics is assured.

This Business of Making Friends

(Continued from page 17)

and citizens, to meet the stresses which it is bound to bring forth. Not only that, in all parts of the world except this, the trend toward government control and even ownership of industries, large and small, is growing. England is a case in point, as is France, and most of the rest of Europe. We can't shut our eyes to this trend. Neither should we take a defensive attitude toward it. We should go out and prove to the public with facts, not ballyhoo, that our way of life is the best on earth and anyone is short-sighted who wants to change it.

Let's Talk to People as Citizens

What the future holds for American business will be determined by the thinking of the American people. Today, their thinking, good and bad, is being shaped by churches, universities, veteran organizations, labor unions, radio forums, newspaper and magazine editorials, consumer groups, politicians and leaders of all kinds of opinions from Communists to Fascists. Where is the voice of business? Well, that is being heard too but business is still talking to people chiefly as buyers. What it must do is talk to them as well informed progressive citizens and show them that business recognizes citizenship obligations of its own and is ready to fulfill its obligation to the letter. In the past, many businessmen have ignored opportunities to let the public know about their industry. In some cases, they have lost public good will that they deserve. In other instances, they have failed to build good will that they needed.

My business—your business—any business—can profit by telling the story of its progress to its employees, its consumers and the public at large. That story must be told honestly and factually. Above all, it must be told interestingly in order to win and hold attention. This way alone, will good will toward business be built, and public good will is indeed an asset worth untold millions of dollars. As businessmen build good will, they shall be benefiting themselves, of course, but they will also be offering greater economic security to their employees, better investments to their stockholders, more and better products at reasonable costs to the public and a sounder economic system to the nation.

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INDUSTRIAL DEVELOPMENT

By L. M. BINGHAM

Secretary

Sound Human Relations— Antecedent to Progress

IN some respects it might be a good idea to change the heading of this department to Public or Human Relations, for those are the topics which arouse my enthusiasm far more than any others. On the contrary, the present heading is highly appropriate in the light of the growing concept that the "goal of maintaining a profitable and free enterprise" gives human relations *top priority* as management's No. 1 job.

It appears then that if we really mean to promote industrial development in our state or the nation, we must first find a way in each of our places of business to make people enthusiastic about their jobs. Now, of course, that is a big order—perhaps bigger than making the atom bomb. In fact, it means creating an atmosphere where many human "atom bombs" will work constructively toward a worthy goal rather than blowing up in each other's faces and finally wrecking the business as a by-product of too frequent emotional explosions.

How does one create the kind of climate where the divergent emotional urges of many human beings are harnessed to advance a common social goal to bring profit to everybody—the stockholders, the management, the employees and the customers who use the product?

If I had demonstrated the wisdom to answer that question successfully, I would not be writing this department. Rather I would be engaged in doing the job for fancy consulting fees for many companies, with many more seeking my services. In fact it doesn't appear that anyone has a corner on the sure-fire wisdom on how to create the kind of climate needed to produce the best results in any given plant. This is borne out by reading what a cross section of personnel, industrial relations and top officials of many companies, considered as leaders in human relations activities, have said at the many clinical and forum sessions in which they have participated in recent years. While they reach agreement on many techniques, they seldom agree that the same techniques will bring the same desirable results in different plants. One point on which most panel participants agree is that good employee morale cannot be built by "techniques" alone, but rather depends on the attitude of management. If management attitudes are formal and aloof rather than responsive and friendly in speech and action, the experts believe the use of the entire "book of techniques" will fail to produce that feeling of "belonging" which is the heart-center of good employee morale. There has been a gradual shift, too, away from the long held belief that a wage increase or an additional fringe benefit will of themselves improve quality or productivity. The most important ingredient, in the opinion of many leading men of long experience dealing with human relations problems of industry, is the existence of a quality of management friendliness that first convinces the supervisory staff that they are working for the best company in the area. Once this job is accomplished the problem of employee morale is well on its way toward a satisfactory solution.

Two-Way Communications

If we would develop these sound human relations which are so essential to any real progress in our own company and community, then we must certainly establish a healthy system of two-way communications as a prerequisite to the attainment of our goal. This essential first step may look simple when reading the "techniques" to accomplish the desired goal, but on the contrary, it is fraught with many problems, as those who have been attempting it will freely admit. Besides the many potential short-circuits to satisfactory two-way communications which cannot be discussed for lack of space at this time, the most important step toward successful two-way communication is for top management to decide if it will accept the implications of two-way communication. If it isn't willing to take constructive criticism, or honest reactions from employees who may say "I don't understand what you are talking about," then it is a hopeless waste of time to expect that effective two-way communications can be made a reality. Unless one of the chief purposes of two-way communications is to permit every member of the corporate family to understand every other member and thus work together in harmony and agreement, it would appear wiser to continue the age-old plan of one-way communications, or orders from the top, that may still be improved through the use of more persuasive words.

On the contrary, if management, by soul-searching analysis, believes that it can take the constructive, and some not too constructive criticism, without secretly resolving to "get rid of that so and so" who gives it, at a time when his motives are least likely to come to light, then there is every reason to believe that efficient two-way communications may one day be attained through the proper use of well-established techniques.

While in the early stages of this effort to establish two-way communications it may be that employer-employee relations will take a turn for the worse, especially during the normal skeptical, "I wonder what the new angle is now" period. Continued sincerity of effort should however bring worthwhile rewards in the form of improved employee morale that one day will be reflected in more high quality production and an era of good feeling in the company family that will augur well for free men and their enterprises.

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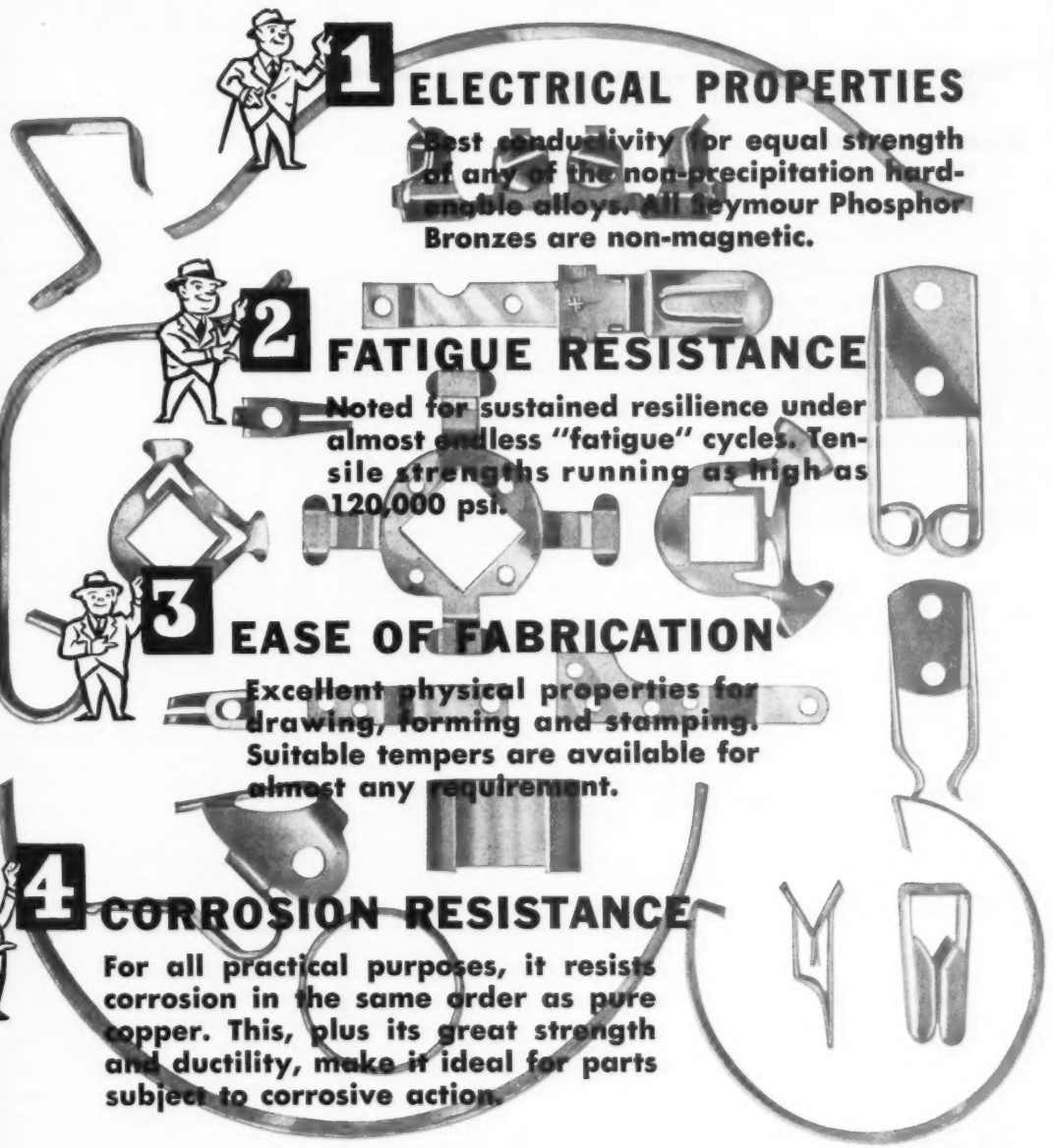

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BUSINESS TIPS

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Some Limitations of the Break-Even Analysis

By LAWRENCE P. WEBSTER*

THE break-even analysis, frequently shown pictorially by a break-even chart, is one of the most recent tools made available in the complex art of managing a business. The two basic problems underlying this analysis are: (1) the cost-volume relationship, and (2) the profit-volume relationship. This technique is of comparatively recent origin; it was first suggested by John Mann, Jr. in 1904.

Theoretically, the break-even point of a business is essentially the volume where total revenue is equal to total cost. The "break-even chart" on which a break-even point may be shown, is a two-dimensional chart with units of output sold measured along the horizontal (X-axis) and cost measured along the vertical (Y-axis). One line is plotted representing total sales revenue over a range of units sold from zero to some estimated amount (plant capacity, practical capacity, planned output, or some other measure of output activity). Another line is plotted representing the total cost for all volumes of output. The point of intersection of these two lines is called the "break-even point" and the volume of output corresponding to this point is called the "break-even volume." (If more than one product, the volume may be expressed in sales dollars.) The break-even point is a purely theoretical point based upon a composite of assumptions, errors in which may be either offsetting or cumulative. It can be shown statistically that the break-even point is not a "point" but a "flattened oval." Actual experience shows that as volume approaches the break-even point there is a strong tendency of the point to move. This reflects, no doubt, management action.

The basis of the break-even theory is the concept of fixed and variable cost. The mechanization and growth of industry is accompanied by increases in fixed costs—fixed or period costs are functions of the passage of time and in a going concern can not be altered in the period of time under consideration. Variable costs, on the other hand, are proportional to the rate of production. An industrial nation has a great deal of production from fixed investment—costs go on when there is no production. Fixed costs are of two types. There are fixed costs of ownership which will continue even if the enterprise is "shut down." There are also fixed costs of operation, stand-by costs, which must be incurred in order to have the plant ready to operate. With no production the latter costs may be eliminated if there is no intention to resume production. If an enterprise has no fixed costs whatever, its break-even volume will be zero, since it will show a profit on the first unit of sale provided the selling price is in excess of variable cost.

The other component of total costs used in the break-even analysis is variable costs. For purposes of analysis, costs which are neither fixed nor variable are resolved into their fixed or variable components. Variable costs for each unit of product are assumed to be constant over the entire range of production. Studies designed to test this hypothesis have shown that this assumption is justified for many concerns over the normal range of output. J. H. Kempster has found that, "Somewhat contrary to theory, the research investigations of economists have concluded, in general, that unit variables are constant over the relevant ranges of volume, that is, total variable costs increase at a constant rate." Some costs do have one way variability. It is easier to vary some costs when output is increasing than when the reverse is in effect. When production is increased, new workers may be trained and added as needed and these may be retained

* *Assistant Professor of Accounting, University of Connecticut.*

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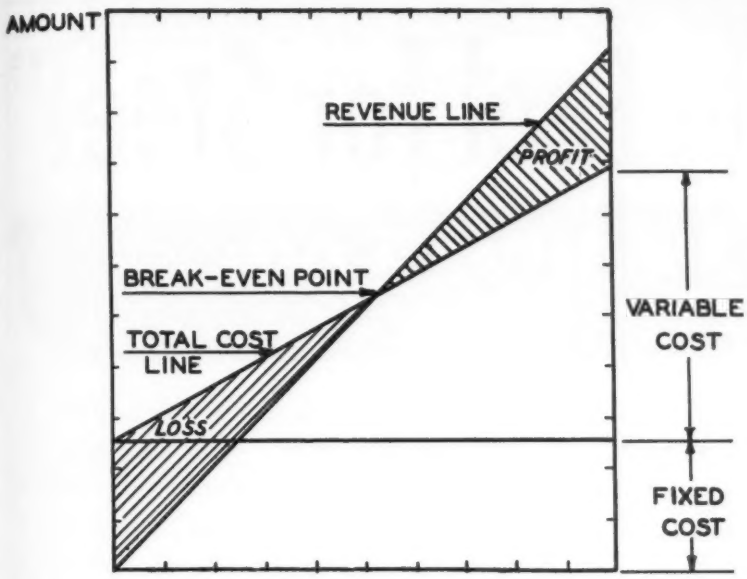

BREAK-EVEN CHART

when output is cut-back in order to maintain an adequate trained force in the belief that conditions may reverse themselves shortly.

There are two basic revenue assumptions: (1) sales will equal production; this is necessary to prevent the capitalization of fixed costs in inventory, should production exceed sales, and (2) selling prices will be uniform. Uniform selling prices may be attained by (1) a single product sold at fixed price or at a range of prices always averaging a fixed price, (2) a variety of fixed prices always averaging a fixed unit price, and (3) a variety of products sold at a variety of unit prices but always averaging a fixed percentage over variable costs. In the latter case, the volume is expressed in sales dollars.

A given break-even analysis is based on a given set of conditions which are assumed to exist for the period the analysis covers. As such, the break-even analysis is a basis toward which to work rather than a picture of the enterprise's actual profit structure at any one time.

A break-even chart and analysis represents a given sales mixture and when the sales mixture changes, the chart must be revised to reflect any new assumptions of the sales mixture.

There is danger in the use of the break-even analysis because improvements for efficiency devices may be opposed since they tend to increase fixed costs even though total cost is brought down at normal levels of production.

It is possible that the significance of the break-even analysis has been over-emphasized. Other statistics derived from the cost-volume-profit relationship may be more useful. A recent study made by the National Association of Cost Accountants showed most companies preferred to consider the problem from the standpoint of income contributed by product lines toward profit after the absorption of fixed costs. Where the break-even chart is based largely on experience at volumes well above the break-even volume, fixed costs may be somewhat higher than they would be if volume should drop near the indicated break-even level.

The break-even chart serves to summarize the break-even analysis. In doing this, it puts in, perhaps, as simple a form as possible, the complex but basic facts of a concern's operation. The break-even analysis is a tool but not a substitute to aid in the complex art of managing a business.

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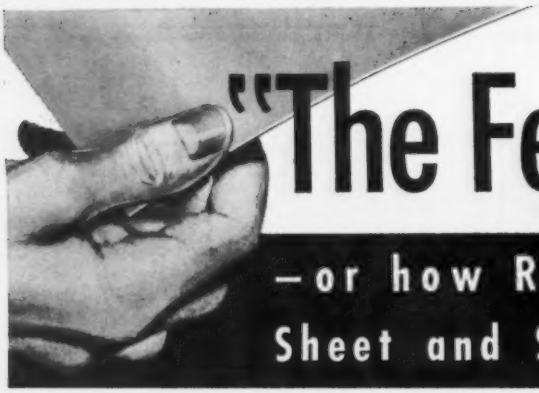

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BUSINESS PATTERN

A comprehensive summary of the ups and downs of industrial activity in Connecticut for the thirty day period ending on the 15th day of the second previous month.

THE December index of general business activity in Connecticut declined one percentage point to an estimated 25% above normal. In 1952 business in this state, while producing for both a military and civilian economy, experienced its second successive full year of heavy industrial activity. As measured by our general business index, the level of activity in 1952, although somewhat depressed by the nation-wide steel strike, averaged 26% above normal only slightly below the +30% of the preceding year. A comparison of the five components of the general index shows that employment was slightly higher this past year than it was in 1951, manhours, freight shipments and construction activity all declined somewhat whereas cotton mill activity fell off noticeably. The United States index of industrial activity averaged 8% above normal in 1952, nine percentage points less than in the previous year due principally to the steel strike which occurred during the summer months.

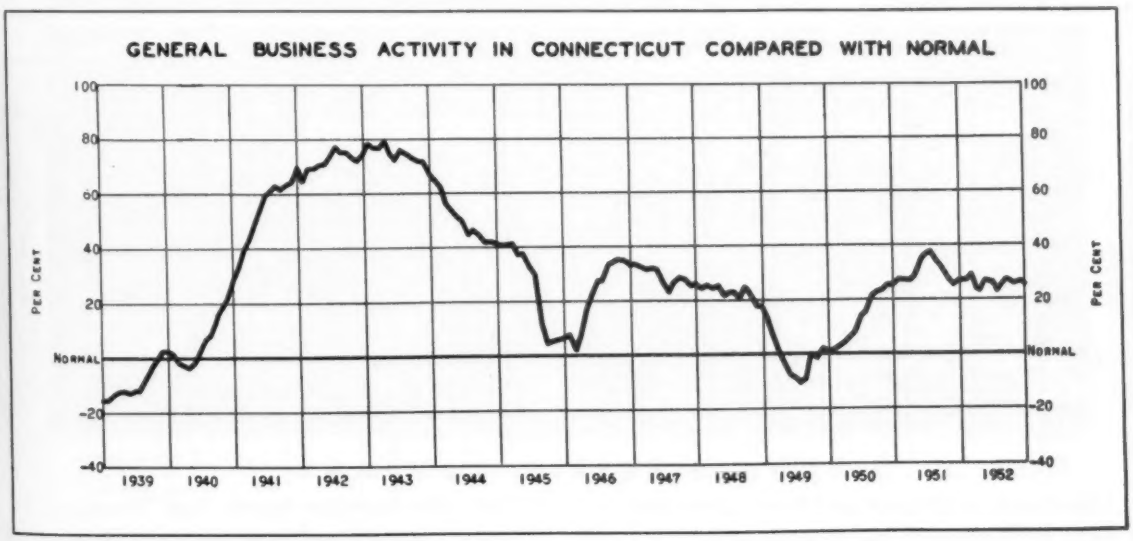
The index of employment in Connecticut factories is estimated at 21% above normal in December, the same as in the preceding month. The employment index averaged +20% during 1952 against +18% for the year 1951. Total non-agricultural employment, which is composed of both manufacturing and non-manufacturing workers, has increased substantially since the beginning of 1950. In that interval, which includes two and a half years of war in Korea, manufacturing employment has grown somewhat more rapidly than non-manufacturing.

In January 1950 about 722,000 persons in this state were engaged in non-agricultural work and except for seasonal changes, the growth has been steady up to the present time with the number now at 881,000. Manufacturing employment rose sharply from 352,000 at the beginning of 1950 to 425,000 in April 1951 and then tended to level out through August 1952. Since then there has been some further gain to reach the current figure of 446,000. Non-manufacturing, on the other hand, started at 370,000 early in 1950, and excluding temporary employment at Christmas, has reflected a gradual increase to stand at 435,000 at the present time. In January 1950 manufacturing employment represented 49% of the total but during the course of the past three years has increased sufficiently so that at the present time it represents 51% of all non-agricultural employment.

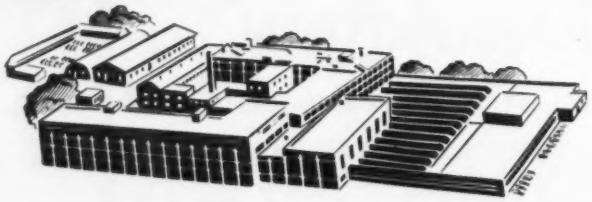
The December index of manhours worked in Connecticut factories is estimated at 34% above normal, an increase of two percentage points over the previous month. Throughout the past year the manhour index averaged +32% compared with the +37% recorded in 1951. The decline in manhours resulted principally from a reduction in average hours worked per employee, 42.6 to 42.0. Despite the shorter work week, average earnings rose from $67.19 per week in 1951 to $70.25 this past year as basic hourly earnings advanced from an average of $1.50 to $1.60 during the same periods.

The index of freight shipments originating in eight Connecticut cities is estimated at 6% above normal in December, a drop of six points from the November level. The index averaged +7% for the past year compared with +13% for 1951. Total tonnage shipped from all eight locations in 1952 was about 4% below the amount forwarded in the preceding year. Loadings of revenue freight for the country as a whole, as reported by the Association of American Railroads, was ap-

(Continued on page 60)



Industrial Progress



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CONTROLLING engineering costs is a problem that must be met in many industries.

Runaway costs are a real danger often caused by development engineers who are too often perfectionists. Engineering with its explorative and creative aspects does not lend itself to cost control as does manufacturing. Yet, can we for that reason give free rein to the perfectionist? The answer is that we cannot, but there is a point in his favor with which we must deal frankly.

The perfectionist represents continual progress. Why must we impose control on him? There is a good reason. Perfection, if at all obtainable, is seldom economical and perfection at an excessive cost has no place in our economy. The near perfect or the just plain good can well serve all purposes if available at a cost within our reach. Progress and costs must be continually weighed against each other and both must be temporarily frozen when a timely balance favorable to industry and economy is reached. This freeze can and should be lifted, so that development can continue, once the public is served and finances are replenished. The demands of competition insure this further progress.

It seems apparent that only in this manner can progress serve, rather than bleed, both industry and consumer. Progress must be made in a succession of steps representing what might be called a practical degree of perfection at the time they are taken. Management is responsible for and must make the decisions which this calls for. The engineer, if left alone, will sometimes defeat his own purpose. He must stop awhile in his pursuit of perfection and be satisfied to turn over to management something better than was previously available, something which can be manufactured, distributed and sold so that the wheels of American industry can continue to roll. How else can the development and research man obtain the wherewithal to continue his work but through this cycle?

On this basis, then, engineering costs should be controlled. To accomplish this all "hit or miss" engineering estimates, budgets or work schedules must be done away with. Each of these must be precise, itemized and detailed. In some companies it has proved a good idea to recruit from within the ranks of the engineering staff, personnel to form a control group. They become a part of management and engage in the setting up of standards used to control the major part of all engineering effort. Some are made responsible only to management and independent of the engineering division. Close periodic follow-ups on all work schedules, estimates and budgets, and direct inspection and examination of actual performance are the responsibilities of these independent control engineers.

Companies which may have struggled with the problem of engineering cost control with meager results would be surprised at the success of this approach. It is dangerous to give up on this problem of cost control. To cope with it may require time and thought, but there is a solution.

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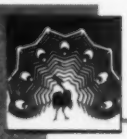

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Airline Manufacturing Company The — Warehouse Point
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Norwalk Airconditioning Corp The (forced air heating units oil fired) — South Norwalk

Air Impellers
The Torrington Manufacturing Co — Torrington

Aircraft
Sikorsky Aircraft Division United Aircraft Corporation (helicopters) — Bridgeport

Aircraft Accessories
Chandler Evans Division Niles-Bement-Pond Co (jet engine accessories, aircraft carburetors, fuel pumps, water pumps and Protek plugs) — West Hartford
Hamilton Standard Div United Aircraft Corp (propellers and other aircraft equipment) — Windsor Locks
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Asbestos
Auburn Manufacturing Company The (gaskets, packings, wicks) — Middletown
Raybestos Div of Raybestos-Manhattan Inc The (brake linings, clutch facings, sheet packing and wick) — Bridgeport

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Greist Manufacturing Co The — New Haven
Han-Dee Spring and Manufacturing Co The (Small) — Hartford
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Wallace Barnes Co The Div Associated Spring Corp — Bristol

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Wiremold Company The — Hartford

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Bristol Co The (temperature, pressure, flow, humidity, time) — Waterbury

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Kilbourn-Sauer Company (lights and other accessories) — Fairfield
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Raybestos Div of Raybestos-Manhattan Inc The (brake service machinery) — Bridgeport
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General Electric Company — Bridgeport

Bleaching, Dyeing, Printing & Finishing
United States Finishing Company The (textile fabrics) — Norwich

Blocks
Howard Company (cupola fire clay) — New Haven

Blower Fans
Colonial Blower Company — Plainville
Spencer Turbine Co The — Hartford

Blower Systems
Colonial Blower Company — Plainville
Ripley Co — Middletown

Blueprints and Photostats
Joseph Merritt & Co — Hartford

Boilers
Bigelow Co The — New Haven
Petroleum Heat & Power Co (domestic only) — Stamford

Bolts and Nuts
Blake & Johnson Co The (nuts machine screw-bolts, stove) — Waterville
Clark Brothers Bolt Co — Milldale
O K Tool Co Inc The (T-Slot) — 33 Hull St Shelton

Bonderizing
Clairglow Mfg Company — Portland

(Advt.)

Bottle Openers
Scoville Mfg Co (steel, anodized aluminum) Waterbury

Box Board
Lydall & Foulds Paper Co The Manchester
National Folding Box Co Inc New Haven
Robertson Paper Box Co Montville
Gair Company Inc Robert Montville
New Haven Pulp and Board Co The New Haven

Boxes
Airline Manufacturing Company (steel cash, bond, security and small boxes) Warehouse Point
Clairglow Mfg Company (metal) Portland
Connecticut Container Corporation New Haven
Gair Company Inc Robert (corrugated and solid fibre shipping containers) Montville
Merriam Mfg Co (steel cash, bond, security, fitted tool and tackle boxes) Durham
Warner Bros Co The (Acetate, Paper, Acetate and Paper Combinations, Counter Display, Setup) Bridgeport

Boxes and Crates
City Lumber Co of Bridgeport Inc The Bridgeport

Boxes—Metal
Merriam Mfg Co (Bond and Security, Cash and Utility, Personal Files and Drawer Safes) Durham

Boxes—Paper—Folding
Atlantic Carton Corp Norwich
Bridgeport Paper Box Co Bridgeport
Carpenter-Hayes Paper Box Co Inc The East Hampton
Curtis & Sons Inc S Sandy Hook
Dowd Carton Co M S Groton
Folding Cartons Incorporated (paped, folding) Versailles
Gair Company Inc Robert Montville
National Folding Box Co Inc (paper folding) New Haven
New Haven Pulp and Board Co The New Haven
Robertson Paper Box Co Montville
Warner Bros Co The Bridgeport

Boxes—Paper—Setup
Box Shop Inc The New Haven
Bridgeport Paper Box Co Bridgeport
Heminway Corporation The Waterbury
Strouse Adler Company The New Haven
Warner Bros Co The Bridgeport

Brake Cables
Eis Manufacturing Co Middletown

Brake Linings
Raybestos Div of Raybestos-Manhattan Inc The (automotive and industrial) Bridgeport
Russell Mfg Co The Middletown

Brake Service Parts
Eis Manufacturing Co Middletown

Brass & Bronze
American Brass Co The (sheet, wire, rods, tubes) Waterbury
Bridgeport Brass Company (sheet, rod, wire and tubing) Bridgeport
Bristol Brass Corp The (sheet, wire, rods) Bristol
Chase Brass & Copper Co Waterbury
Miller Company The (phosphor bronze and brass in sheets, strips, rolls) Meriden
Plume & Atwood Mfg Co The (sheet, wire, rod) Thomaston
Scovill Manufacturing Company Waterbury 91
Tinsheet Metals Co The (sheets and rolls) Waterbury
Western Brass Mills Division of Olin Industries Inc (sheet, strip) New Haven

Brass & Bronze Ingot Metal
Plume & Atwood Mfg Co The Thomaston
Whipple and Choate Company The Bridgeport

Brass, Bronze, Aluminum Castings
Charles Parker Company The Meriden
Victors Brass Foundry Inc Guilford

Brass Goods
American Brass Company The Waterbury
Plume & Atwood Mfg Co The (to order) Waterbury
Rostand Mfg Co The (Ecclesiastical Brass Wares) Milford
Scovill Manufacturing Company (to order) Waterbury 91
Western Brass Mills Division of Olin Industries Inc (to order) New Haven

Brass Mill Products
American Brass Company The Waterbury
Bridgeport Brass Co Bridgeport
Chase Brass & Copper Co Waterbury
Plume & Atwood Mfg Co The Thomaston
Scovill Manufacturing Company Waterbury 91
Western Brass Mills Division of Olin Industries Inc New Haven

Brick-Building
Donnelly Brick Co The New Britain

Bricks—Fire
Howard Company New Haven
Mullite Refractories Co The Shelton

Bright Wire Goods
Sargent & Company (Screw Eyes, Screw Hooks, Cup Hooks, Hooks and Eyes, C H Hooks) New Haven

Broaching
Hartford Special Machinery Co The Hartford

Bronze Powders
Baer Brothers Stamford

Brooms—Brushes
Fuller Brush Co The Hartford

Buckles
B Schwanda & Sons Staffordville
G E Prentice Mfg Co The Kensington
Hatheway Mfg Co The (Dee Rings) Bridgeport
Hawie Mfg Co The Bridgeport
John M Russell Mfg Co Inc Naugatuck
North & Judd Manufacturing Co New Britain
Patent Button Co The Waterbury
United States Rubber Company Shoe Hardware Division Waterbury

Buffing Compounds
Roberts Rouge Co The Stratford

Buffing & Polishing Compositions
Apothecaries Hall Co Waterbury
Lea Mfg Co Waterbury

Buffing Wheels
Williamsville Buff Div The Bullard Clark Company Danielson

Burners
Plume & Atwood Mfg Co The (kerosene oil lighting) Waterbury

Burners—Automtaic
Peabody Engineering Corporation Stamford

Burners—Coal and Oil
Peabody Engineering Corporation (Combined) Stamford

Burners—Gas
Peabody Engineering Corporation (Blast Furnace) Stamford

Burners—Gas and Oil
Peabody Engineering Corporation (Combined) Stamford

Burners—Refinery
Peabody Engineering Corporation (For Gas and Oil) Stamford

Burnishing
Abbott Ball Co The (Burnishing Barrells and Burnishing Media) Hartford

Burs
Pratt & Whitney Div Niles-Bement-Pond Co West Hartford

Buttons
B Schwanda & Sons Staffordville
Frank Parizek Manufacturing Co The Putnam
Patent Button Co The Waterbury
Scovill Manufacturing Company (Uniform and Tack Fasteners) Waterbury 91
Waterbury Companies Inc (Uniform and Fancy Dress) Waterbury

Cabinets
Charles Parker Co The (medicine) Meriden

Cabinet Work
Hartford Builders Finish Co Hartford

Cable—Asbestos Insulated
Rockbestos Products Corp New Haven

Cable—BX Armored
General Electric Company Bridgeport

Cable—Nonmetallic Sheathed
General Electric Company Bridgeport

Cable—Service Entrance
General Electric Company Bridgeport

Cages
Andrew B Hendryx Co The (bird and animal) New Haven

Cams
American Cam Company Inc Hartford
Hartford Special Machinery Co The Hartford
Rowbottom Machine Company Inc Waterbury

Canvas Products
F B Skiff Inc Hartford

Capacitors
Electro Motive Mfg Co Inc The (mica & trimmer) Willimantic

Card Clothing
Standard Card Clothing Co The (for textile mills) Stafford Springs

Carpenter's Tools
Sargent & Company (Planes, Squares, Plumb Bobs, Bench Screws, Clamps and Saw Vises) New Haven

Carpet Cushion
Sponge Rubber Products Co Inc Shelton

Carpets and Rugs
Bigelow-Sanford Carpet Co Thompsonville

Casters
Bassick Company The (Industrial and General) Bridgeport

Casters—Industrial
George P Clark Co Windsor Locks

Castings
Bradley & Hubbard Mfg Co The (grey iron, brass, bronze, aluminum) Meriden
Connecticut Foundry Co (grey iron) Rocky Hill
Connecticut Malleable Castings Co (malleable iron castings) New Haven
Consolidated Industries Inc West Cheshire
Charles Parker Company The (grey iron, brass, bronze, aluninum) Meriden
Eastern Malleable Iron Company The (malleable iron, metal and alloy) Naugatuck
Farrel-Birmingham Company Inc (Meehanite, Nodular Iron, Steel) Ansonia
Gillette-Vibber The (grey iron, brass, bronze, aluminum, also Bronze Bushing Stocks) New London
Plainville Casting Company (gray, alloy and high tensile irons) Plainville
John M Russell Mfg Co Inc (brass, bronze and aluminum) Naugatuck
Malleable Iron Fittings Co (malleable iron and steel) Branford
McLagon Foundry Co (grey iron) New Haven
Meyer Iron and Brass Foundry Inc (grey iron) Shelton
Newton-New Haven Co (zinc and aluminum) 688 Third Ave West Haven
Philbrick-Booth & Spencer Inc (grey iron) Hartford
Producto Machine Company The Bridgeport
Scovill Manufacturing Company (Brass & Bronze) Waterbury 91
Sessions Foundry Co The (grey iron) Bristol
Union Mfg Co (grey iron & semi steel) New Britain
Waterbury Foundry Company The (highway & sash weights) Waterbury
Wilcox Crittenden & Co Inc (gray iron and brass) Middletown

Castings—Investment
Arwood Precision Casting Corp Groton

Castings—Permanent Mould
Bradley & Hubbard Mfg Co The (zinc and aluminum) Meriden
Charles Parker Company The Meriden

Cements—Refractory
Mullite Refractory Co The Shelton

Chain
John M Russell Mfg Co Inc Naugatuck

Chain—Power Transmission and Conveying
Whitney Chain Company Hartford

Chain—Welded and Weldless
Bridgeport Chain & Mfg Co Bridgeport

Chain—Bead
Bead Chain Mfg Co The Bridgeport
H G H Products Co Inc Shelton

Chairs
The Hitchcock Chair Company Riverton (Advt.)

IT'S MADE IN CONNECTICUT

Chemical Manufacturing
Carwin Company The — North Haven

Chemicals
American Cyanamid Company — Waterbury
Apothecaries Hall Co — Waterbury
Carwin Company The — North Haven
Edcan Laboratories — South Norwalk
Macalaster Bicknell Company — New Haven
MacDermid Incorporated — Waterbury
Naugatuck Chemical Division United States Rubber Co — Naugatuck
New England Lime Company — Canaan
Pfizer & Co Inc Chas — Groton

Chemicals—Agriculture
Naugatuck Chemical Division United States Rubber Co (insecticides, fungicides, weed killers) — Naugatuck

Chemicals—Aromatic
Naugatuck Chemical Division United States Rubber Co — Naugatuck

Chemicals—Rubber
Robert J King Company Inc The — Norwalk

Christmas Light Clips
Foursome Manufacturing Company (various sizes and styles) — Bristol

Chromium Plating
Chromium Corp of America — Waterbury
Chromium Process Company The — Shelton
City Plating Works Inc — Bridgeport

Chucks
Cushman Chuck Co The — Hartford
Union Manufacturing Company — New Britain

Chucks & Face Plate Jaws
Union Mfg Co — New Britain

Chucks—Power Operated
Cushman Chuck Co The — Hartford
Union Manufacturing Company — New Britain

Clay
Howard Company (Fire Howard "B" and High Temperature Dry) — New Haven

Cleaning Compounds
Enthone Inc (Industrial) — New Haven

Cleansing Compounds
MacDermid Incorporated — Waterbury

Clock Mechanisms
Lux Clock Mfg Co The — Waterbury

Clocks
E Ingraham Co The — Bristol
Seth Thomas Clocks — Thomaston
United States Time Corporation The — Waterbury

Clocks—Alarm
Lux Clock Mfg Co The — Waterbury

Clocks—Automatic Cooking
Lux Clock Mfg Co The — Waterbury

Clutches
Snow-Nabstedt Gear Corp The — New Haven

Clutch Facings
Russell Mfg Co The — Middletown

Clutch—Friction
Raybestos Div of Raybestos-Manhattan Inc The (clutch facings—molded, woven, fabric, metallic) — Bridgeport

Coils—Electric
Bittermann Electric Company — Canaan

Coils—Pipe or Tube
National Pipe Bending Co The — 160 River St New Haven
Whitlock Manufacturing Co The — Hartford

Coin Tokens
Waterbury Companies Inc — Waterbury

Commercial Heat Treating
A F Holden Company The — 52 Richard St West Haven

Commercial Truck Bodies
Metropolitan Body Company — Bridgeport

Comparators
Pratt & Whitney Div Niles-Bement-Pond Co (Electro-limit and Air-O-Limit) — West Hartford

Compressors
Norwalk Company Inc (high pressure air and gas) — South Norwalk

Concrete Products
Plastricrete Corp — Hamden

Cones
Sonoco Products Co (Climax-Lowell Div) (Paper) — Mystic

Consulting Engineers
Stanley P Rockwell Co Inc The (Consulting) — 296 Homestead Ave — Hartford

Continuous Mill Gages
Pratt & Whitney Div Niles-Bement-Pond Co — West Hartford

Contract Machining
Malleable Iron Fittings Company — Branford

Contract Manufacturers
Greist Mfg Co The (metal parts and assemblies) — 503 Blake St — New Haven
Merriam Mfg Co (production runs—metal boxes and containers to specifications) — Durham
Plume & Atwood Mfg Co The (metal parts & assemblies) — Waterbury
Scovill Manufacturing Company (metal parts and assemblies) — Waterbury 91
J H Sessions & Son — Bristol

Controllers
Bristol Company The — Waterbury
Manning Maxwell & Moore Inc — Stratford

Conveyor Systems
Leeds Electric & Mfg Co The — East Haven
Production Equipment Co — Meriden

Copper
American Brass Corp The (sheet, wire, rods, tubes) — Waterbury
Bridgeport Brass Company (sheet, rod, wire and tubing) — Bridgeport
Bristol Brass Corp The (steel) — Bristol
Chase Brass & Copper Co (sheet, rod, wire tube) — Waterbury
Thinsheet Metals Co The (sheets and rolls) — Waterbury
Western Brass Mills Division of Olin Industries Inc (sheet, strip) — New Haven

Copper Sheets
American Brass Company The — Waterbury
New Haven Copper Co The — Seymour

Copper Shingles
New Haven Copper Co The — Seymour

Copper Water Tube
American Brass Company The — Waterbury
Bridgeport Brass Co — Bridgeport

Cords—Asbestos
General Electric Company — Bridgeport

Cords—Braided
General Electric Company — Bridgeport

Cords—Heater
General Electric Company — Bridgeport

Cords—Portable
General Electric Company — Bridgeport

Cord Sets
Seeger-Williams Inc — Bridgeport

Cord Sets—Electric
General Electric Company — Bridgeport

Cork Cots
Sonoco Products Co (Climax-Lowell Div) — Mystic

Corrugated Box Manufacturers
Connecticut Container Corporation — New Haven

Corrugated Shipping Cases
Connecticut Container Corporation — New Haven
Connecticut Corrugated Box Div Robert Gair Co Inc — Portland
D L & D Container Corp 87 Shelton Ave — New Haven

Cosmetic Containers
Evelet Specialty Co The — Waterbury
Plume & Atwood Mfg Co The (metal) — Waterbury

Cosmetics
J B Williams Co The — Glastonbury
Northam Warren Corporation — Stamford

Cotton and Asbestos Wicking
Bland Burner Co The — Hartford

Cotton Yarn
Floyd Cranska Co The — Moosup

Counting Devices
Veeder-Root Inc — Hartford

Couplings—Self-Sealing
Sperry Products Inc — Danbury

Cranes and Conveyors
I-B Engineering Sales Co — New Haven

Crushers
Farrel-Birmingham Company Inc (Stone and Ore) — Ansonia

Cups—Paper
American Paper Goods Company The ("Puritan") — Kensington

Cushioning for Packaging
Gilman Brothers Co The — Gilman

Cut Stone
Dextone Co The — New Haven

Cutters
Barnes Tool Company The (pipe cutters, hand) — New Haven
O K Tool Co Inc The (inserted tooth milling) — 33 Hull St — Shelton
Pratt & Whitney Div Niles-Bement-Pond Co (Milling Cutters all types) — West Hartford

Decorative Plating and Polishing
City Plating Works Inc — Bridgeport

Delayed Action Mechanism
M H Rhodes Inc — Hartford
R W Cramer Company Inc The — Centerbrook

Demineralizers
Crystal Research Laboratories — Hartford

Diamonds—Industrial
Diamond Tool and Die Works — Hartford

Dictating Machines
Dictaphone Corporation — Bridgeport
Gray Manufacturing Company The — Hartford
Soundscriber Corporation The — New Haven

Die Castings
Newton-New Haven Co Inc — New Haven

Die Casting Dies
ABA Tool & Die Co — Manchester
Parker Stamp Works Co The — Hartford
Weimann Bros Mfg Co The — Derby

Die Castings (Aluminum & Zinc)
Corbin Cabinet Lock Div American Hardware Corp — New Britain
Stewart Die Casting Div Stewart Warner Corp — Bridgeport

Die Castings—Zinc
Charles Parker Company The — Meriden

Die-Heads—Self Opening
Eastren Machine Screw Corp The Truman & Barclay Sts — New Haven

Die Polishing Machinery
Hartford Special Machinery Co The — Hartford

Die Sets
Pratt & Whitney Div Niles-Bement-Pond Co (Precision) — West Hartford
Producto Machine Company The — Bridgeport
Union Mfg Co (precision, steel and semi-steel) — New Britain

Dies
Hoggson & Pettis Mfg Co The 141 Brewery St — New Haven
Parker Stamp Works Inc The (plastics and die castings) — Hartford
Pratt & Whitney Div Niles-Bement-Pond Co (Monocone and Ducone Dies) — West Hartford

Die Sinkers
Pratt & Whitney Div Niles-Bement-Pond Co — West Hartford

Dies and Die Sinking
Consolidated Industries — West Cheshire

Dish Drying Machines
Colt's Manufacturing Company — Hartford

Dish Washing Machines
Colt's Manufacturing Company — Hartford

Disk Harrows
Orkil Inc—Cutaway Harrow Division — Higganum

Displays—Metal
Merriam Mfg Co (Contract Work to Individual Specifications) — Durham
(Advt.)

Door Closers
P & F Corbin Division The American Hardware Corp — New Britain
Sargent & Company — New Haven
Yale & Towne Manufacturing Company The — Stamford

Dowel Pins
Allen Manufacturing Co The — Hartford
Holo-Krome Screw Corp The — West Hartford

Drafting Accessories
Joseph Merritt & Co — Hartford

Drilling Machines
Pratt & Whitney Div Niles-Bement-Pond Co (Deep Hole) — West Hartford

Drilling and Tapping Machinery
Hartford Special Machinery Co The — Hartford

Drop Forgings
Atwater Mfg Co — Plantsville
Blakeslee Forging Company The — Plantsville
Bridgeport Hdwe Mfg Corp The — Bridgeport
Capewell Mfg Company — Hartford
Consolidated Industries — West Cheshire
Wilcox Crittenden & Co Inc — Middletown

Druggists' Rubber Sundries
Seamless Rubber Company The — New Haven

Duplicating Machines—Automatic
Pratt & Whitney Div Niles-Bement-Pond Co — West Hartford

Elastic Webbing
Russell Mfg Co The — Middletown

Electric Cables
Rockbestos Products Corp (asbestos insulated) — New Haven

Electric Clocks
Sessions Clock Co The (alarm, kitchen, occasional and office) — Forestville

Electric—Commutators & Segments
Cameron Elec Mfg Co The (rewinding motors) — Ansonia

Electric Cord Springs
Bristol Spring Manufacturing Co — Plainville

Electric Cords
General Electric Company — Bridgeport
Rockbestos Products Corp (asbestos insulated) — New Haven

Electric Eye Control
United Cinephone Corporation — Torrington

Electric Fixture Wire
General Electric Company — Bridgeport
Rockbestos Products Corp (asbestos insulated) — New Haven

Electric Hand Irons
Winsted Hardware Mfg Co (trade mark "Durabilt") — Winsted

Electric Insulation
Case Brothers Inc — Manchester
Rogers Corporation The — Manchester

Electric Knife Sharpeners
Gorn Electric Company Inc The — Stamford

Electric Lighting Fixtures
Fan-Craft Mfg Co (residential, church, post lanterns) — Plainville
Plume & Atwood Mfg Co The — Waterbury

Electric Motor Controls
Arrow-Hart & Hegeman Electric Co The — Hartford

Electrical Outlet and Switch Boxes, and Covers
General Electric Company — Bridgeport

Electric Panel Boards
Federal Electric Products Co Inc — Hartford

Electric Safety Switches
Federal Electric Products Co Inc — Hartford

Electric Shavers
Schick Incorporated — Stamford

Electric Signs
United Advertising Corp — New Haven

Electric Switches
Arrow-Hart & Hegeman Electric Co The — Hartford
General Electric Company — Bridgeport

Electric Time Controls
R W Cramer Company Inc The — Centerbrook

Electric Timers
Sessions Clock Co The — Forestville

Electric Timing Motors
Sessions Clock Co The (small) — Forestville

Electric Wire
General Electric Company — Bridgeport
Rockbestos Products Crop (asbestos insulated) — New Haven

Electric Wiring Devices
Arrow-Hart & Hegeman Electric Co The — Hartford
General Electric Company — Bridgeport

Electrical Circuit Breakers
Federal Electric Products Co Inc — Hartford

Electrical Conduit Fittings & Grounding Specialties
Gillette-Vibber Company The — New London

Electrical Control Apparatus
Federal Electric Products Co Inc — Hartford

Electrical Goods
A C Gilbert Co — New Haven

Electrical Insulation
Stevens Paper Mills Inc The — Windsor

Electrical Motors
U S Electrical Motors Inc — Milford

Electrical Outlet and Switch Boxes, and Covers
General Electric Company — Bridgeport

Electrical Recorders
Bristol Co The — Waterbury

Electrical Relays and Controls
Allied Control Co — Plantsville

Electrical Wiring Systems
Wiremold Co The — Hartford

Electronics
Gray Manufacturing Company The — Hartford
Ripley Co — Middletown
Sturrup Larrabee & Warmers Inc — Middletown

Electroplating
National Sherardizing & Machine Co — Hartford
Waterbury Plating Company — Waterbury

Electroplating—Equipment & Supplies
Enthone Inc — New Haven
Lea Manufacturing Co The — Waterbury
MacDermid Incorporated — Waterbury

Electroplating Processes & Supplies
Enthone Inc — New Haven
United Chromium Incorporated — Waterbury

Electrotypes
Barnum-Hayward Electrotype Co Inc — New Haven
New Haven Electrotype Div Electrographic Corp — New Haven

Elevators
Eastern Machinery Co The (passenger and freight) — New Haven
General Elevator Service Co — Hartford

Enameling
Conn Metal Finishing Co — Hamden
Waterbury Plating Company — Waterbury

Enameling and Finishing
Clairglow Mfg Co — Portland

Enamels
Baer Brothers — Stamford

End Milling Cutters
Pratt & Whitney Div Niles-Bement-Pond Co — West Hartford

Engines
Pratt & Whitney Aircraft Div United Aircraft Corp (aircraft) — East Hartford
Wolverine Motor Works Inc (diesel stationary marine) — Bridgeport

Envelopes
Curtis 1000 Inc — Hartford
United States Envelope Company Hartford Division — Hartford

Envelopes—Stock and Special
American Paper Goods Company The — Kensington

Extractors—Tap
Walton Company The — West Hartford

Eyelets
American Brass Company The — Waterbury
Platt Bros & Co The P O Box 1030 — Waterbury
Plume & Atwood Mfg Co The — Waterbury
Scovill Manufacturing Company — Waterbury 91

Eyelets, Ferrules and Wiring Terminals
American Brass Company The — Waterbury
Waterbury Companies Inc — Waterbury

Eyelet Machine Products
Ball & Socket Mfg Co The — West Cheshire
American Brass Company The — Waterbury
Waterville Mfg Co The (size 15 machines only) — Waterville

Fabricated Alloys
Rolock Inc (Heat Treating, Finishing) — Fairfield

Fancy Dress Buttons and Buckles
Waterbury Companies Inc — Waterbury

Fans—Electric
General Electric Company — Bridgeport

Fasteners—Slide & Snap
G E Prentice Mfg Co The — Kensington
Scovill Manufacturing Company (snap and slide fasteners) — Waterbury 91

Felt
Auburn Manufacturing Company The (mechanical, cut parts) — Middletown
Drycor Felt Company (paper makers and industrial) — Staffordville

Felt—All Purpose
American Felt Co (Mill & Cutting Plant) — Glenville
Chas W House & Sons Inc (Mills & Cutting Plant) — Unionville

Fenders—Boat
Sponge Rubber Products Co Inc — Shelton

Fibre Board
Case Brothers Inc — Manchester
C H Norton Co The — North Westchester
Rogers Corporation (Specialty) — Manchester
Stevens Paper Mills Inc The — Windsor

Finger Nail Clippers
H C Cook Co The — 32 Beaver St Ansonia

File Cards
Standard Card Clothing Co The — Stafford Springs

Firearms
Colt's Manufacturing Company — Hartford
Marlin Firearms Co The — New Haven
O F Mosberg & Sons Inc — New Haven
Remington Arms Company Inc — Bridgeport
Winchester Repeating Arms Company Division Olin Industries Inc — New Haven

Fire Hose
Fabrics Fire Hose (municipal and industrial) — Sandy Hook

Fireplace Goods
American Windshield & Specialty Co The — 881 Boston Post Road — Milford
John P Smith Co The (screens) — 423-33 Chapel St — New Haven

Fireproof Floor Joists
Dextone Co The — New Haven

Fireworks
M Backes' Sons Inc — Wallingford

Fishing Tackle
Bevin-Wilcox Line Co The (lines) — East Hampton
H C Cook Co The 32 Beaver St — Ansonia
Horton Mfg Co The (reels, rods, lines) — Bristol

Flashlights
Bond Electric Corporation Division of Olin Industries Inc — New Haven
Bridgeport Metal Goods Mfg Co — Bridgeport
Winchester Repeating Arms Company Division Olin Industries Inc — New Haven

Flat Springs
Bristol Spring Manufacturing Co — Plainville

Flexible Shaft Machines
Pratt & Whitney Div Niles-Bement-Pond Co — West Hartford

(Advt.)

IT'S MADE IN CONNECTICUT

Floor & Ceiling Plates
Beaton & Cadwell Mfg Co The — New Britain

Fluorescent Lighting Equipment
Vanderman Manufacturing Co The — Willimantic
Wiremold Company The — Hartford

Food Mixing Machines
Colt's Manufacturing Company — Hartford

Forgings
Clark Brothers Bolt Co — Milldale
Consolidated Industries Inc — West Cheshire
Heppenstall Co (all kinds and shapes) — Bridgeport
Scovill Manufacturing Company (Non-ferrous) — Waterbury 91

Foundries
Connecticut Malleable Castings Co (malleable iron castings) — New Haven
Farrel-Birmingham Company Inc (Iron and Steel) — Ansonia
Charles Parker Company The (iron, brass, bronze, aluminum) — Meriden
Plainville Casting Company (gray, alloy and high tensile irons) — Plainville
Producto Machine Company The — Bridgeport
Sessions Foundry Co The (iron) — Bristol
Stonington Div of Emhart Manufacturing Co — Stonington
Union Mfg Co (gray iron & semi steel) — New Britain
Wilcox Crittenden & Co Inc (iron, brass, aluminum and bronze) — Middletown

Foundry Riddles
John P Smith Co The — 423-33 Chapel St New Haven
Rolock Inc (brass, galvanized steel) — Fairfield

Fuel Oil Pump and Heater Sets
Peabody Engineering Corporation — Stamford

Furnaces
Norwalk Airconditioning Corp The (warm air oil fired) — South Norwalk

Furnace Linings
Mullite Refractories Co The (refractories, super refractories) — Shelton

Fuses—Plug and Cartridge
General Electric Company — Bridgeport

Gage Blocks
Fonda Gage Company (Fonda lifetime-carbide and steel) — Stamford
Pratt & Whitney Div Niles-Bement-Pond Co (Alloy steel and Carbide, Hoke and USA) — West Hartford

Galvanizing
Malleable Iron Fittings Co — Branford
Wilcox Crittenden & Co Inc — Middletown

Galvanizing & Electrical Plating
Gillette-Vibber Co The — New London

Gaskets
Auburn Manufacturing Company The (from all materials) — Middletown
Raybestos Div of Raybestos-Manhattan Inc The — Bridgeport
Tsingris Manufacturing & Supply Co Inc (from all materials) — Waterbury

Gas Range Conversion Burner
Holyoke Heater Corp of Conn., Inc — Hartford

Gas Scrubbers, Coolers and Absorbers
Peabody Engineering Corporation — Stamford

Gauges
Bristol Co The (pressure and vacuum—recording automatic control) — Waterbury
Fonda Gage Company (special) — Stamford
Helicoid Gage Division American Chain & Cable Co The (pressure and vacuum) — Bridgeport
Manning Maxwell & Moore Inc — Stratford
Pratt & Whitney Div Niles-Bement-Pond Co (Precision Measurement, all types) — West Hartford

Gears and Gear Cutting
Farrel-Birmingham Company Inc — Ansonia
Hartford Special Machinery Co The — Hartford

Glass Blowing
Macalaster Bicknell Company — New Haven

Glass Cutters
Fletcher-Terry Co The — Forestville

Glass Making Machinery
Hartford-Empire Company Div of Emhart Manufacturing Co — Hartford

Golf Equipment
Horton Mfg Co The (clubs, shafts, balls, bags) — Bristol

Greeting Cards
A D Steinbach & Sons Inc — New Haven

Grinding
Centerless Grinding Co Inc The (Precision custom grinding; centerless, cylindical, surfaces, internal and special) — 19 Staples St Bridgeport
Farrel-Birmingham Company Inc (Roll and Cylindrical) — Ansonia
Hartford Special Machinery Co The (gears, threads, cams and splines) — Hartford

Grinding Heads — Internal
Pratt & Whitney Div Niles-Bement-Pond Co (Pneumatic, High Speed) — West Hartford

Grinding Machines
Farrel-Birmingham Company Inc (Roll) — Ansonia
Pratt & Whitney Div Niles-Bement-Pond Co (Surface, Die, Gear and Cutter Grinders) — West Hartford
Rowbottom Machine Company Inc (cam) — Waterbury

Grommets
American Brass Company The — Waterbury
Plume & Atwood Mfg Co The — Waterbury

Guards for Machinery
Wheeler Co The G E — New Haven

Hack and Band Saw Blades
Capewell Manufacturing Co The — Hartford

Hand Tools
Bridgeport Hdwe Mfg Corp The (nail pullers, scout axes, box opening tools, trowels, coping saws, putty knives) — Bridgeport
James J Ryan Tool Works The (screwdrivers, machinists' punches, cold chisels, scratch awls and nail sets) — Southington

Hard Chrome
City Plating Works Inc — Bridgeport

Hardness Testers
Wilson Mechanical Instrument Div American Chain & Cable Company Inc — Bridgeport

Hardware
Bassick Company The (Automotive) — Bridgeport
Harloc Products Corp — New Haven
P & F Corbin Division The American Hardware Corp (builders) — New Britain
Sargent & Company — New Haven
Wilcox Crittenden & Co Inc (marine heavy and industrial) — Middletown
Yale and Towne Manufacturing Company The (builders) — Stamford

Hardware—Marine & Bus
Rostand Mfg Co The — Milford

Hardware—Trailer Cabinet
Excelsior Hardware Co The — Stamford

Hardware, Trunk & Luggage
Corbin Cabinet Lock Div American Hardware Corp — New Britain
J H Sessions & Son — Bristol
Yale & Towne Manufacturing Company The — Stamford

Hat Machinery
Doran Bros Inc — Danbury

Health Surgical & Orthopedic Supports
Berger Brothers Company The (custom made for back, breast, and abdomen) — New Haven

Heat Exchangers
Whitlock Manufacturing Co The — Hartford

Heat Elements
Safeway Heat Elements Inc (woven wire resistance type) — Middletown

Heat Treating
A F Holden Co The 52 Richard St — West Haven
Bennett Metal Treating Co The 1945 New Britain Ave — Elmwood
New Britain-Gridley Machine Division The New Britain Machine Co — New Britain
Stanley P Rockwell Co Inc The 296 Homestead Ave — Hartford

Heat-Treating Equipment
Bauer & Company — Hartford
A F Holden Company The 52 Richard Street — West Haven (Main Plant)
Autoyre Company The — Oakville
Rolock Inc (Baskets, Muffles, etc.) — Fairfield
Stanley P Rockwell Co Inc The (commercial) 296 Homestead Ave — Hartford
Wallace Barnes Co The Div Associated Spring Corp — Bristol

Heat Treating Salts and Compounds
A F Holden Company The 52 Richard Street — West Haven
Mitchell-Bradford Chemical Co — Bridgeport

Heating Apparatus
Miller Company The (domestic oil burners and heating devices) — Meriden

Heating and Cooling Coils
G & O Manufacturing Co — New Haven

Heavy Chemicals
Naugatuck Chemical Division United States Rubber Co (sulphuric, nitric and muriatic acids and aniline oil) — Naugatuck

Hex-Socket Screws
Bristol Company The — Waterbury
Holo-Krome Screw Corp The — West Hartford

Highway Guard Rail Hardware
Malleable Iron Fittings Co — Branford

Hinges
Homer D Bronson Company — Beacon Falls

Hobs and Hobbings
ABA Tool & Die Co — Manchester
Pratt & Whitney Div Niles-Bement-Pond Co (Die and Thread Milling) — West Hartford

Hoists
J-B Engineering Sales Co — New Haven

Hoists and Trolleys
Union Mfg Company — New Britain

Home Laundry Equipment
General Electric Company — Bridgeport

Hose—Flexible Metallic
American Brass Co
American Metal Hose Branch — Waterbury

Hose Supporter Trimmings
Hawie Mfg Co The (So-Lo Grip Tabs) — Bridgeport

Hospital Signal Systems
Conn Telephone & Electric Corp Subsidiary of Great American Industries Inc — Meriden

Hot Water Heaters
Petroleum Heat & Power Co (Instantaneous domestic oil burner) — Stamford

Hydraulic Brake Fluids
Eis Manufacturing Co — Middletown

Hydraulic Controls
Sperry Products Inc — Danbury

Inductors
C G S Laboratories Inc — Stamford

Industrial Finishes
Atlas Powder Co Zapon Div — Stamford
Chemical Coatings Corporation — Rocky Hill
United Chromium Incorporated — Waterbury

Industrial and Masking Tapes
Seamless Rubber Company The — New Haven

Industrial Tools—Powder Actuated
Remington Arms Company Inc — Bridgeport

Infra-Red Equipment
Leeds Electric and Mfg Co The — Hartford

Insecticides
American Cyanamid Company — Waterbury
Darworth Incorporated ("Coracide" DDT Dispenser) — Simsbury

Insecticide Bomb
Bridgeport Brass Company (Aer*a*sol) — Bridgeport

Insulated Wire & Cable
General Electric Company — Bridgeport
Kerite Company The — Seymour

Insulated Wire & Cable Machinery
Davis Electric Company — Wallingford

Instruments
Bristol Company The — Waterbury
J-B-T Instruments Inc (Electrical and Temperature) — New Haven
Manning Maxwell & Moore Inc — Stratford
Pratt & Whitney Div Niles-Bement-Pond Co (Precision Measuring) — West Hartford

Insulation
Gilman Brothers Co The — Gilman (Advt.)

Inter-Communications Equipment
Conn Telephone & Electric Corp Subsidiary of Great American Industries Inc — Meriden

Interval Timers
Lux Clock Manufacturing Company — Waterbury
Rhodes Inc M H — Hartford

Ironing Machines—Electric
General Electric Company — Bridgeport

Jacquard
Case Brothers Inc — Manchester

Japanning
J H Sessions & Son — Bristol

Jig Borer
Moore Special Tool Co (Moore) — Bridgeport
Pratt & Whitney Div Niles-Bement-Pond Co — West Hartford

Jig Grinder
Moore Special Tool Co (Moore) — Bridgeport

Jointing
Raybestos Div of Raybestos-Manhattan Inc The (compressed sheets) — Bridgeport

Keller Machines
Pratt & Whitney Div Niles-Bement-Pond Co — West Hartford

Key Blanks
Corbin Cabinet Lock Div American Hardware Corp — New Britain
Sargent & Company — New Haven
Yale & Towne Manufacturing Company The — Stamford

Labels
J & J Cash Inc (Woven) — South Norwalk
Naugatuck Chemical Division United States Rubber Co (for rubber articles) — Naugatuck

Label Moisteners
Better Packages Inc — Shelton

Laboratory Equipment
Eastern Industries Inc — New Haven

Laboratory Supplies
Macalaster Bicknell Company — New Haven

Laces
Wilcox Lace Corporation The — Middletown

Laces and Nettings
Wilcox Lace Corporation The — Middletown

Lacquers & Synthetic Enamels
Atlas Powder Co Zapon Div — Stamford
Baer Brothers — Stamford
Chemical Coatings Corporation — Rocky Hill
Dagmar Chemical Company Inc — Glenbrook
United Chromium Incorporated — Waterbury

Ladders
A W Flint Co — 196 Chapel St New Haven

Lamps
Plume & Atwood Mfg Co The (metal oil) — Waterbury

Lampholders—Incandescent and Fluorescent
General Electric Company — Bridgeport

Lamp Shades
Verplex Company The — Essex

Lathes—Contin-U-Matic
Bullard Company The (vertical multi-spindle-continuous turning type) — Bridgeport

Lathes—30H Man-Au-Trol
Bullard Company The (horizontal 3 spindle) — Bridgeport

Lathes—Mult-Au-Matic
Bullard Company The (vertical multi-spindle-indexing type) — Bridgeport

Lathes—Toolroom and Automatic
Pratt & Whitney Div Niles-Bement-Pond Co — West Hartford

Lathes—Vertical Turret
Bullard Company The (single spindle) — Bridgeport

Laundry Roll Covers
Atlas Powder Co Zapon Div — Stamford

Lead Plating
Christie Plating Co The — Groton

Leather
Herman Roser & Sons Inc (Genuine Pigskin) — Glastonbury
Geo A Shepard & Sons Co The (sheepskin, shoe upper, garment, grain and suede) — Bethel

Leather Dog Furnishings
Andrew B Hendryx Co The — New Haven
The Smith-Worthington Saddlery Co — Hartford

Leather Goods Trimmings
G E Prentice Mfg Co The — Kensington

Leather, Mechanical
Auburn Manufacturing Company The (packings, cubs, washers, etc) — Middletown

Letterheads
Lehman Brothers Inc (designers, engravers, lithographers) — New Haven

Lighting Accessories—Fluorescent
General Electric Company — Bridgeport

Lighting Equipment
Miller Co The (Miller, Duplexalite, Ivanhoe) — Meriden
United Manufacturing Co — New Haven

Lime
New England Lime Company — Canaan

Lipstick Containers
Bridgeport Metal Goods Mfg Co — Bridgeport

Lithographers
O'Toole & Sons Inc T — Stamford

Lithographing
Kellogg & Bulkeley A Division of Connecticut Printers Inc — Hartford
Lehman Brothers Inc — New Haven
A D Steinbach & Sons — New Haven

Locks—Banks
Yale & Towne Manufacturing Company The — Stamford

Locks—Builders
Eagle Lock Co The — Terryville
P & F Corbin Division The American Hardware Corp — New Britain
Sargent & Company — New Haven
Yale & Towne Manufacturing Company The — Stamford

Locks—Cabinet
Eagle Lock Co The — Terryville
Corbin Cabinet Lock Div American Hardware Corp — New Britain
Excelsior Hardware Co The — Stamford
Yale & Towne Manufacturing Company The — Stamford

Locks—Special Purpose
Eagle Lock Co The — Terryville
Yale & Towne Manufacturing Company The — Stamford

Locks—Suitcase
Eagle Lock Co The — Terryville

Locks—Suit-Case and Trimmings
Corbin Cabinet Lock Div American Hardware Corp — New Britain
Excelsior Hardware Co The — Stamford

Locks—Trunk
Eagle Lock Co The — Terryville
Yale & Towne Manufacturing Company The — Stamford
Excelsior Hardware Co The — Stamford
Yale & Towne Manufacturing Company The (and suitcase) — Stamford

Locks—Zipper
Excelsior Hardware Co The — Stamford

Loom—Non-Metallic
Wiremold Company The — Hartford

Luggage Fabric
Falls Company The — Norwich

Lumber & Millwork Products
City Lumber Co of Bridgeport Inc — Bridgeport

Machetes
Collins Company The — Collinsville

Machine Tools
Bullard Company The — Bridgeport
Pratt & Whitney Div Niles-Bement-Pond Co — West Hartford
Producto Machine Company The — Bridgeport

Machine Work
Farrel-Birmingham Company Inc — Ansonia
Fenn Manufacturing Company The (precision parts) — Hartford
Hartford Special Machinery Co The (contract work only) — Hartford
National Sherardizing & Machine Co (job) — Hartford
Parker Stamp Works Inc The (Special) — Hartford
Swan Tool & Machine Co The — Hartford
Torrington Manufacturing Co The (special rolling mill machinery) — Torrington

Machinery
Fenn Manufacturing Company The (special) — Hartford
Globe Tapping Machine Company (dial type drilling and tapping) — Bridgeport
Hallden Machine Company The (mill) — Thomaston
Torrington Manufacturing Co The (mill) — Torrington

Machinery—Bolt and Nut
Waterbury Farrel Foundry & Machine Co The — Waterbury

Machinery—Cold Heading
Waterbury Farrel Foundry & Machine Co The — Waterbury

Machinery Dealers & Rebuilders
Botwinik Brothers — New Haven
J L Lucas and Son — Fairfield
State Machinery Co Inc — New Haven

Machinery—Extruding
Standard Machinery Co The — Mystic

Machinery—Metal-Working
Waterbury Farrel Foundry & Machine Co The — Waterbury
Pratt & Whitney Div Niles-Bement-Pond Co — West Hartford

Machinery—Nut
Waterbury Farrel Foundry & Machine Co The (forming and tapping) — Waterbury

Machinery—Screw and Rivet
Waterbury Farrel Foundry & Machine Co The — Waterbury

Machinery—Wire Drawing
Waterbury Farrel Foundry & Machine Co The — Waterbury

Machinery—Wire Straightening
Mettler Machine Tool Inc — New Haven

Machines
Campbell Machine Div American Chain & Cable Co Inc (cutting & nibbling) — Bridgeport
Coulter & McKenzie Machine Co The (special, new development engineering design and construction) — Bridgeport
Patent Button Company The — Waterbury

Machines—Automatic
A H Nilson Mach Co The (Special) — Bridgeport

Machines—Automatic Chucking
Bullard Company The — Bridgeport
New Britain-Gridley Machine Division The New Britain Machine Co (multiple spindle and double end) — New Britain
Pratt & Whitney Div Niles-Bement-Pond Co (Potter & Johnson) — West Hartford

Machines—Automatic Screw
New Britain-Gridley Machine Division The New Britain Machine Co (single and multiple spindle) — New Britain

Machines—Automatic Shaft Turning
Bullard Company The (30H lathe—horizontal 3 spindle) — Bridgeport

Machines—Brushing
Fuller Brush Co The — Hartford

Machines—Conveyor
Bullard Company The (Bullard-Dunn rotary conveyor indexing type) — Bridgeport

Machines—Contin-U-Matic
Bullard Company The (vertical multi-spindle—continuous turning) — Bridgeport

Machines—Draw Benches
Fenn Manufacturing Company The — Hartford

Machines—Drill Spacing
Bullard Company The (Man-Au-Trol spacer—used in conjunction with radical drills) — Bridgeport

Machines—Drop Hammers
Fenn Manufacturing Company The — Hartford

Machines—Forming
A H Nilson Mach Co The (four-slide wire and ribbon stock) — Bridgeport

Machines—Mult-Au-Matic
Bullard Company The — Bridgeport

Machines—Paper Ruling
John McAdams & Sons Inc — Norwalk

Machines—Pipe & Bolt Threading
Capewell Mfg Co The — Hartford (Advt.)

Machines—Precision Boring
New Britain-Gridley Machine Division The New Britain Machine Co New Britain

Machines—Rolling
Fenn Manufacturing Company The Hartford

Machines—Slotting
Globe Tapping Machine Company The (High Production Screw Head Slotting) Bridgeport
Waterbury Farrel Foundry & Machine Co The (screw head) Waterbury

Machines—Special
Fuller Brush Co The Hartford

Machines—Swaging
Fenn Manufacturing Company The Hartford

Machines—Thread Rolling
Hartford Special Machinery Co The Hartford
Waterbury Farrel Foundry & Machine Co The Waterbury

Machines—Turks Head
Fenn Manufacturing Company The Hartford

Machines—Well Drilling
Consolidated Industries West Cheshire

Machines—Wire Drawing
Fenn Manufacturing Company The Hartford

Mail Boxes
Airline Manufacturing Company The Warehouse Point

Mail Boxes, Apartment & Residential
Corbin Cabinet Lock Div American Hardware Corp New Britain

Mailing Machines
Pitney-Bowes Inc Stamford

Manicure Instruments
W E Bassett Company The Derby

Manganese Bronze Ingot
Whipple and Choate Company Bridgeport

Marine Engines
Kilborn-Sauer Company (running lights and searchlights) Fairfield
Lathrop Engine Co The Mystic

Marine Equipment
Wilcox Crittenden & Co Inc Middletown

Marine Reserve Gears
Snow-Nabstedt Gear Corp The New Haven

Marking Devices
Hoggson & Pettis Mfg Co The New Haven
Parker Stamp Works Inc The (steel) Hartford

Mattresses
Waterbury Mattress Co Waterbury

Mechanics Hand Tool
Bridgeport Hdwe Mfg Corp The (screw drivers, wrenches, pliers, cold chisels, hammers, auto repair tools) Bridgeport

Metal Boxes and Displays
Durham Manufacturing Company The Durham
Merriam Mfg Co (Bond, Security, Cash, Utility, Personal Files, Drawer Safes, Custombilt containers and displays) Durham

Metal Cleaners
Apothecaries Hall Co Waterbury
Enthone Inc New Haven
MacDermid Incorporated Waterbury

Metal Cleaning Machines
Colt's Manufacturing Company Hartford

Metal Finishes
Enthone Inc New Haven
Mitchell-Bradford Chemical Co Bridgeport
United Chromium Incorporated Waterbury

Metal Finishing
National Sherardizing & Machine Co Hartford
Waterbury Plating Company Waterbury

Metal Formings
Master Engineering Company West Cheshire

Metalizing
Conn Metal Finishing Co Hamden

Metal Novelties
H C Cook Co The 32 Beaver St Ansonia

Metal Products—Stampings
American Brass Company The Waterbury
J H Sessions & Son Bristol
Scovill Manufacturing Company (Made-to-Order) Waterbury 91

Metal Specialties
Excelsior Hardware Co The Stamford

Metal Stampings
American Brass Company The Waterbury
Autoyre Co The (Small) Oakville
Bridgeport Chain & Mfg Co Bridgeport
DooVal Tool & Mfg Inc The Naugatuck
Excelsior Hardware Co The Stamford
Greist Mfg Co The 503 Blake St New Haven
H C Cook Co The 32 Beaver St Ansonia
Master Engineering Company West Cheshire
J A Otterbein Company The (metal fabrications) Middletown
J H Sessions & Son Bristol
Patent Button Co The Waterbury
G E Prentice Mfg Co The Kensington
Plume & Atwood Mfg Co The Waterbury
Saling Manufacturing Company Unionville
Stanley Works The New Britain
Swan Tool & Machine Co The Hartford
United States Rubber Company Shoe Hardware Division Waterbury
Verplex Company The (Contract) Essex
Waterbury Lock & Specialty Co The Milford

Meters—Gas
Sprague Meter Company Bridgeport

Meters—Parking
Rhodes Inc M H Hartford

Microscope—Measuring
Lundeberg Engineering Company Hartford

Milk Bottle Carriers
John P Smith Co The 423-33 Chapel St New Haven

Millboard
Raybestos Div of Raybestos-Manhattan Inc The (asbestos) Bridgeport

Millwork
Hartford Builders Finish Co Hartford

Milling Machines
Pratt & Whitney Div Niles-Bement-Pond Co (Keller Tracer—Controlled Milling Machines) West Hartford
Rowbottom Machine Company Inc (cam) Waterbury

Mill Supplies
Wilcox Crittenden & Co Inc Middletown

Minute Minders
Lux Clock Mfg Co The Waterbury

Mirror Rosettes and Hangers
Waterbury Companies Inc Waterbury

Mixing Equipment
Eastern Industries Inc New Haven

Mops
Fuller Brush Co The Hartford

Moulded Plastic Products
Colt's Manufacturing Company Hartford
Patent Button Co The Waterbury
Waterbury Companies Inc Waterbury
Watertown Mfg Co The 117 Echo Lake Road Watertown

Mouldings
Himmel Brothers Co The (architectural, metal and store front) Hamden

Moulds
ABA Tool & Die Co Manchester
Hoggson & Pettis Mfg Co The (steel) 114 Brewery St New Haven
Lundeberg Engineering Company (plastics) Hartford
Parker Stamp Works Inc The (compression injection & transfer for plastics) Hartford
Sessions Foundry Co The (heat resisting for non-ferrous metals) Bristol

Napper Clothing
Standard Card Clothing Co The (for textile mills) Stafford Springs

Nettings
Wilcox Lace Corp The Middletown

Nickel Anodes
Apothecaries Hall Co Waterbury
Seymour Mfg Co The Seymour

Nickel Silver
American Brass Company The Waterbury
Plume & Atwood Mfg Co The Thomaston
Seymour Mfg Co The Seymour
Waterbury Rolling Mills Inc (sheets, strips, rolls) Waterbury
Western Brass Mills Division of Olin Industries Inc (sheet, strip) New Haven

Nickel Silver Ingot
Whipple and Choate Company The Bridgeport

Night Latches
P & F Corbin Division The American Hardware Corp New Britain
Sargent & Company New Haven
Yale & Towne Manufacturing Company The Stamford

Non-ferrous Metal Castings
Miller Company The Meriden

Nuts, Bolts and Washers
Clark Brothers Bolt Co Milldale

Office Equipment
Pitney-Bowes Inc Stamford
Underwood Corporation Bridgeport & Hartford

Offset Printing
Kellogg & Bulkeley A Division of Connecticut Printers Inc Hartford

Oil Burners
Malleable Iron Fittings Co (domestic) Branford
Miller Company The (domestic) Meriden
Peabody Engineering Corp (Mechanical and/or Steam Atomizer) Stamford
Petroleum Heat & Power Co (domestic, commercial and industrial) Stamford
Silent Glow Oil Burner Corp The 1477 Park St Hartford

Oil Burner Wicks
Raybestos Div of Raybestos-Manhattan Inc The Bridgeport

Oil Tanks
Norwalk Tank Co The (550 to 30M gals, underwriters above and under ground) South Norwalk
Whitlock Manufacturing Co The Hartford

Optical Cores & Ingots
Plume & Atwood Mfg Co The Thomaston

Outlets—Electric
General Electric Company Bridgeport

Ovens—Electric
Bauer & Company Hartford

Package Sealers
Better Packages Inc Shelton

Packaging
Local Industries Inc (merchandising displays and packaging in wood) Lakeville

Packaging Machinery
Colt's Manufacturing Company (box making machinery. Trade mark "Rite Size") Hartford
Standard-Knapp Division of Emhart Manufacturing Co Portland

Packing
Auburn Manufacturing Company The (leather, rubber, asbestos, fibre) Middletown
Raybestos Div of Raybestos-Manhattan Inc The (rubber sheet and automotive) Bridgeport

Pads—Office
The Baker Goodyear Company New Britain

Padlocks
Corbin Cabinet Lock Div American Hardware Corp New Britain
Sargent & Company New Haven
Yale & Towne Manufacturing Company The Stamford
Waterbury Lock & Specialty Co The Milford

Paints
Baer Brothers Stamford

Paints and Enamels
Staminate Corp The New Haven

Pants
Moore Special Tool Co (crush wheel dresser) Bridgeport

Paperboard
Gair Company Inc Robert Montville
Robertson Paper Box Co Montville
New Haven Pulp and Board Co The New Haven

Paper Boxes
Atlantic Carton Corp (folding) Norwich
Gair Co Inc Robert (folding) Montville
National Folding Box Co Inc (folding) New Haven
New Haven Pulp and Board Co The New Haven
Mills Inc H J Bristol
Robertson Paper Box Co (folding) Montville

Paper Boxes—Folding and Setup
Bridgeport Paper Box Company Bridgeport
M Backes' Sons Inc Wallingford

Paper Clips
H C Cook Co The (steel) 32 Beaver St Ansonia (Advt.)

Paper Mill Machinery
Farrel-Birmingham Company Inc . Ansonia

Paper Tubes and Cores
Sonoco Products Co (Climax-Lowell) Div Mystic

Parallel Tubes
Sonoco Products Co (Climax-Lowell Div) Mystic

Parkerizing
Clairglow Mfg Company Portland

Parking Meters
Rhodes Inc M H Hartford

Passenger Car Sander
Conn Telephone & Electric Corp Subsidiary of Great American Industries Inc Meriden

Pattern-Makers
Farrel-Birmingham Company Inc Ansonia

Penlights
Bridgeport Metal Goods Mfg Co Bridgeport

Pet Furnishings
Andrew B Hendrix Co The New Haven

Pharmaceutical Specialties
Ernst Bischoff Company Inc Ivoryton

Phosphor Bronze
American Brass Company The Waterbury
Miller Company The (sheets, strips, rolls) Meriden
Seymour Mfg Co The Seymour
Waterbury Rolling Mills Inc (sheets, strips, rolls) Waterbury
Western Brass Mills Division of Olin Industries Inc (sheet, strip) New Haven

Phosphor Bronze Ingots
Whipple and Choate Company The Bridgeport

Photographic Equipment
Kalart Company Inc Plainville

Piano Repairs
Pratt Read & Co Inc (keys and action) Ivoryton

Piano Supplies
Pratt Read & Co (keys and actions, backs, plates) Ivoryton

Pile Fabrics
Sidney Blumenthal & Co Inc (For furniture, automobiles, railroads, women's wear, toys) Shelton

Pin Up Lamps
Verplex Company The Essex

Pipe
American Brass Co The (brass and copper) Waterbury
Bridgeport Brass Co (brass and copper) Bridgeport
Chas Brass & Copper Co (red brass and copper) Waterbury
Crane Company (fabricated) Bridgeport
Howard Co (cement well and chimney) New Haven

Pipe Fitters' Hand Tools & Machines
Capewell Mfg Co The Hartford

Pipe Fittings
Corley Co Inc Plainville
Malleable Iron Fittings Co Branford

Pipe Plugs
Holo-Krome Screw Corporation The (countersunk) West Hartford

Pipe Plugs—Socketed
Holo-Krome Screw Corp The West Hartford

Plastics
Naugatuck Chemical Division United States Rubber Co Naugatuck
Sponge Rubber Products Co Inc (expanded cellular) Shelton

Plastic Bottles
Plax Corporation, subsidiary of Emhart Manufacturing Co West Hartford

Plastic Buttons
Frank Parizek Manufacturing Co The West Willington
Patent Button Co The Waterbury

Plastic Gems
Colt's Manufacturing Company Hartford

Plastic Films and Sheet
Plax Corporation, subsidiary of Emhart Manufacturing Co West Hartford

Plastic Rod and Tubing
Plax Corporation, subsidiary of Emhart Manufacturing Co West Hartford

Plastic Materials
American Cyanamid Co (Molding Compounds, Adhesives, Laminating Resins) Wallingford

Plastics Machinery
Farrel-Birmingham Company Inc Ansonia

Plastic—Moulders
Colt's Manufacturing Company Hartford
Conn Plastics Waterbury
General Electric Company Meriden
Geo S Scott Mfg Co The Wallingford
Waterbury Companies Inc Waterbury
Watertown Mfg Co The Watertown

Plastics—Moulds & Dies
Parker Stamp Works Inc The (for plastics) Hartford

Plasticrete Bloc
Plasticrete Corp Hamden

Plates—Switch
General Electric Company Bridgeport

Platers
American Metal Products Company Inc Bridgeport
Christie Plating Co Groton
City Plating Works Bridgeport
Patent Button Co The Waterbury
Waterbury Plating Company Waterbury
Chromium Process Company The (Chromium Plating only) Derby

Platers' Equipment
Apothecaries Hall Company Waterbury
Conn Metalcraft Inc New Haven
Lea Manufacturing Co The Waterbury
MacDermid Incorporated Waterbury

Platers Metal
Plume & Atwood Mfg Co The Thomaston

Plating
Christie Plating Co The (including lead plating) Groton
Conn Metal Finishing Co Hamden

Plating Processes and Supplies
Enthone Inc New Haven
United Chromium Incorporated Waterbury

Plumbers' Brass Goods
Bridgeport Brass Co Bridgeport
Keeney Mfg Co The (special bends) Newington
Scovill Manufacturing Company Waterbury 48

Plumbing Specialties
John M Russell Mfg Co Inc Naugatuck

Pole Line Hardware
Malleable Iron Fittings Co Branford

Police Equipment
The Smith-Worthington Saddlery Co Hartford

Polishing Wheels
Williamsville Buff Div The Bullard Clark Company Danielson

Poly Chokes
Poly Choke Company The (a shotgun choking device) Tariffville

Postage Meters
Pitney Bowes Inc Stamford

Potentiometers—Electronic
Bristol Company The Waterbury

Power Presses
Fenn Manufacturing Company The Hartford

Powered Metal Products
American Sintered Alloys Inc Bethel
Waterbury Companies Inc Waterbury

Prefabricated Buildings
City Lumber of Bridgeport Inc The Bridgeport

Premium Specialties
Waterbury Companies Inc Waterbury

Preservatives—Wood, Rope, Fabric
Darworth Incorporated ("Cuprinol") Simsbury

Press Papers
Case Brothers Inc Manchester

Presses
Farrel-Birmingham Company Inc (Hydraulic) Ansonia
Henry & Wright Div of Emhart Manufacturing Company Hartford

Presses—Molding
Standard Machinery Co The (compression and transfer molding, automatic and semi-automatic) Mystic

Presses—Power
Waterbury Farrel Foundry & Machine Co The Waterbury

Pressure Vessels
Norwalk Tank Co Inc The (unfired to ASME Code Par U 69-70) South Norwalk
Whitlock Manufacturing Co The Hartford

Printing
Case Lockwood & Brainard A Division of Connecticut Printers Inc Hartford
Finlay Brothers Hartford
Heminway Corporation The Waterbury
Hunter Press Hartford
Lehman Brothers Inc New Haven
Taylor & Greenough Co The Wethersfield
T B Simonds Inc Hartford
A D Steinbach & Sons New Haven
The Walker-Rackliff Company New Haven

Printing Machinery
Banthin Engineering Co (automatic) Bridgeport
Thomas W Hall Company Stamford

Printing Rollers
Chambers-Storck Company Inc The (engraved) Norwich

Production Control Equipment
United Cinephone Corporation Torrington
Wassell Organization (Produc-Trol) Westport

Production Welding
Consolidated Industries West Cheshire

Profilers
Pratt & Whitney Div Niles-Bement-Pond Co West Hartford

Propellers—Aircraft
Hamilton Standard Div United Aircraft Corp (propellers and other aircraft equipment) Windsor Locks

Publishers
O'Toole & Sons Inc T Stamford

Pumps
Yale & Towne Manufacturing Company The (Tri-rotor) Stamford

Pumps—Small Industrial
Eastern Industries Inc New Haven

Pump Valves
Colt's Manufacturing Company Hartford

Punches
Hoggson & Pettis Mfg Co The (ticket & cloth) 141 Brewery St New Haven

Putty Softeners—Electrical
Fletcher Terry Co The Box 415 Forestville

Pyrometers
Bristol Co The (recording and controlling) Waterbury

Radiation—Baseboard Convectors
Hoff Manufacturing Company Bethany

Radiation-Finned Copper
Bush Manufacturing Co West Hartford
G & O Manufacturing Company The New Haven
Vulcan Radiator Co The (steel and copper) Hartford

Radiators—Engine Cooling
G & O Manufacturing Co New Haven

Rayon Specialties
Hartford Rayon Corporation The Rocky Hill

Rayon Yarns
Hartford Rayon Corporation The Rocky Hill

Reamers
O K Tool Co Inc The (inserted tooth) 33 Hull St Shelton
Pratt & Whitney Div Niles-Bement-Pond Co (All types) West Hartford

Recorders
Bristol Co The (automatic controllers, temperature, pressure, flow, humidity) Waterbury

Reduction Gears
Farrel-Birmingham Company Inc Ansonia
Snow-Nabstedt Gear Corp The New Haven

Refractories
Howard Company New Haven
Mullite Refractories Company The Shelton

Refrigeration
Bowser Technical Refrigeration Div Bowser Inc (high altitude, low temperature) Terryville

Regulators
Norwalk Valve Company (for gas and air) South Norwalk
Sorensen & Company Inc Stamford

Remote Control Wiring
General Electric Company Bridgeport

Resistance Wire
C O Jeliff Mfg Co The (nickel chromium, copper nickel, iron chromium, aluminum) Southport
Kanthal Corporation The (Kanthal A-1, A, D, DS) Stamford

Respirators
American Optical Company Safety Division Putnam

Retainers
Hartford Steel Ball Co The (bicycle & automotive) Hartford

Riveting Machines
Grant Mfg & Machine Co The Bridgeport
H P Townsend Manufacturing Co The Elmwood
L-R Mfg Div of The Ripley Co Torrington
Raybestos Div of Raybestos-Manhattan Inc The (brake service equipment) Bridgeport

(Advt.)

Rivets
Blake & Johnson Co The (brass, copper and non-ferrous) Waterville
Clark Brothers Bolt Co Milldale
Connecticut Manufacturing Company The Waterbury
Plume & Atwood Mfg Co The Waterbury
Raybestos Div of Raybestos-Manhattan Inc The (brass and aluminum tubular and solid copper) Bridgeport
Raybestos Div of Raybestos-Manhattan Inc The (iron) Bridgeport

Rods
American Brass Company The (copper, brass, bronze) Waterbury
Bristol Brass Corp The (brass and bronze) Bristol
Scovill Manufacturing Company (brass and bronze) Waterbury 91

Roller Skates
Winchester Repeating Arms Company Division Olin Industries Inc New Haven

Rolling Mills and Equipment
Farrel-Birmingham Company Inc Ansonia
Waterbury Farrel Foundry & Machine Co The Waterbury

Rolls
Farrel-Birmingham Company Inc (Chilled and Alloy Iron, Steel) Ansonia

Rope Wire
American Steel & Wire Div of U S Steel New Haven

Rubber Chemicals
Naugatuck Chemical Division United States Rubber Co Naugatuck
Stamford Rubber Supply Co The ("Factice" Vulcanized Vegetable Oils) Stamford

Rubber-Cellular
Sponge Rubber Products Co Inc Shelton

Rubberized Fabrics
Duro-Gloss Rubber Co The New Haven

Rubber Footwear
Goodyear Rubber Co The Middletown
United States Rubber Company (Keds, Kedettes, Gaytees, U S Royal Footwear) Naugatuck

Rubber Gloves
Seamless Rubber Company The New Haven

Rubber—Handmade Specialties
Seamless Rubber Company The New Haven

Rubber Latex Compounds and Dispersions
Naugatuck Chemical Division United States Rubber Co (coating, impregnating and adhesive compounds) Naugatuck

Rubber Mill Machinery
Farrel-Birmingham Company Inc Ansonia

Rubber—Molded Specialties
Seamless Rubber Company The New Haven

Rubber Products—Mechanical
Auburn Manufacturing Company The (washers, gaskets, molded parts) Middletown
Canfield Co The H O Bridgeport
Seamless Rubber Company The New Haven

Rubber—Reclaimed
Naugatuck Chemical Division United States Rubber Co Naugatuck

Rubbish Burners
John P Smith Co The 423-33 Chapel St New Haven

Saddlery
The Smith-Worthington Saddlery Co Hartford

Safety Clothing
American Optical Company Safety Division Putnam

Safety Fuses
Ensign-Bickford Co The (mining & detonating) Simsbury

Safety Gloves and Mittens
American Optical Company Safety Division Putnam

Safety Goggles
American Optical Company Safety Division Putnam

Saw Blades—Hack
Capewell Mfg Co The Hartford

Saws—Metal & Wood Cutting Band
Capewell Mfg Co The Hartford

Saws, Band, Metal Cutting
Atlantic Saw Mfg Co New Haven

Scales—Industrial Dial
Kron Company The Bridgeport

Scissors
Acme Shear Company The Bridgeport

Screens
Hartford Wire Works Co The (Windows, Doors and Porches) Hartford

Screw Caps
Weimann Bros Mfg Co The (small for bottles) Derby

Screw Machine Accessories
Barnaby Manufacturing and Tool Co Bridgeport

Screw Machines
H P Townsend Mfg Company The Elmwood

Screw Machine Products
Apex Tool Co Inc The Bridgeport
Blake & Johnson Co The Waterville
Centerless Grinding Co Inc The (Heat treated and ground type only)
19 Staples Street Bridgeport
Connecticut Manufacturing Company The Waterbury
Consolidated Industries West Cheshire
Eastern Machine Screw Corp The
Truman & Barclay Sts New Haven
Fairchild Screw Products Inc Winsted
Franklin Screw Machine Co The (up to 1½" capacity) Hartford
Greist Mfg Co The (Up to 1½" capacity) New Haven
Humason Mfg Co The Forestville
Lowe Mfg Co The Wethersfield
National Automatic Products Company The Berlin
Nelson's Screw Machine Products Plantsville
New Britain Machine Company The New Britain
Olson Brothers Company (up to ¾" capacity) Plainville
Olson & Sons R P Southington
Peck Spring Co The Plainville
Plume & Atwood Mfg Co The Waterbury
Scovill Manufacturing Company Waterbury 91
Wallace Metal Products Co Inc New Haven
Waterbury Machine Tools & Products Co (Brown & Sharpe and Davenport) Waterbury
Waterville Mfg Co The Waterville

Screw Machine Tools
American Cam Company Inc (Circular Form Tools) Hartford
Pratt & Whitney Div Niles-Bement-Pond Co (Reamers, Taps, Dies, Blades and Knurls) West Hartford
Somma Tool Co (precision circular form tools) Waterbury

Screws
American Screw Company Willimantic
Atlantic Screw Works (wood) Hartford
Blake & Johnson Co The (machine and wood) Waterville
Bristol Company The (socket set and socket cap screws) Waterbury
Clark Brothers Bolt Co Milldale
Connecticut Mfg Co The (machine) Waterbury
Eagle Lock Co The Terryville
Holo-Krome Screw Corporation The (socket set and socket cap) West Hartford
Scovill Manufacturing Company Waterbury 91
Superior Manufacturing Co The Winsted

Screws—Sockets
Allen Manufacturing Company The Hartford
Holo-Krome Screw Corp The West Hartford

Sealing Tape Machines
Better Packages Inc Shelton

Sewing Machines
Greist Mfg Co The (Sewing Machine attachments) 503 Blake St New Haven
Merrow Machine Co The (Industrial) Hartford
Singer Manufacturing Company The (industrial) Bridgeport

Shaving Soaps
J B Williams Co The Glastonbury

Shears
Acme Shear Co The (household) Bridgeport

Shells
Wolcott Tool and Manufacturing Company Inc Waterbury

Sheet Metal Products
Airline Manufacturing Company The Warehouse Point
American Brass Co The (brass and copper) Waterbury
Merriam Mfg Co (security boxes, fitted tool boxes, tackle boxes, displays) Durham
Plume & Atwood Mfg Co The Waterbury
United Advertising Corp Manufacturing Division (Job and Production Runs) New Haven

Sheet Metal Stampings
American Brass Company The Waterbury
American Buckle Co The West Haven
DooVal Tool & Mfg Inc The Naugatuck
J H Sessions & Son Bristol
Patent Button Co The Waterbury
Plume & Atwood Mfg Co The Waterbury

Shipment Sealers
Better Packages Inc Shelton

Showcase Lighting Equipment
Wiremold Company The Hartford

Signals
H C Cook Co The (for card files)
32 Beaver St Ansonia

Silk Screening on Metal
Merriam Mfg Co (Displays and Specialties, to order) Durham

Sizing and Finishing Compounds
American Cyanamid Company Waterbury

Slide Fasteners
G E Prentice Mfg Co The Kensington
North & Judd Manufacturing Co New Britain
Patent Button Co The Waterbury

Slings
American Steel & Wire Div of U S Steel New Haven

Smoke Stacks
Bigelow Company The (steel) New Haven
Norwalk Tank Co The South Norwalk

Soap
J B Williams Co The (industrial soaps, toilet soaps, shaving soaps) Glastonbury

Solder—Soft
Torrey S Crane Company Plantsville

Special Machinery
Farrel-Birmingham Company Inc Ansonia
H P Townsend Mfg Company The Elmwood
Lundeberg Engineering Company Hartford
National Sherardizing & Machine Co (mandrels & stock shells for rubber industry) Hartford
Swan Tool & Machine Co The Hartford

Special Parts
Greist Mfg Co The (small machines, especially precision stampings) New Haven
J H Sessions & Son Bristol

Special Industrial Locking Devices
Corbin Cabinet Lock Div American Hardware Corp New Britain

Special Tools & Dies
Lundeberg Engineering Company Hartford

Spinnings
American Metal Products Company Inc Bridgeport
Gray Manufacturing Company The Hartford

Sponge Rubber
Sponge Rubber Products Co The Shelton
United States Rubber Company Naugatuck

Spray Painting Equipment and Supplies
Lea Manufacturing Co The Waterbury

Spring Coiling Machines
Torrington Manufacturing Co The Torrington

Spring Units
Owen Silent Spring Division American Chain & Cable Company Inc Bridgeport

Spring Washers
Wallace Barnes Co The Div Associated Spring Corp Bristol
(Advt.)

Springs—Coil & Flat
Bristol Spring Manufacturing Co Plainville
Foursome Manufacturing Company Bristol
Han-Dee Spring and Manufacturing Co The (Coil and Flat) Hartford
Humason Mfg Co The Forestville
Newcomb Spring Corp The Bridgeport Division Bridgeport
New England Spring Manufacturing Company Unionville
Peck Spring Co The Plainville
Wallace Barnes Co The Div Associated Spring Corp Bristol

Springs—Flat
Bristol Spring Manufacturing Co Plainville
Foursome Manufacturing Company Bristol
Wallace Barnes Co The Div Associated Spring Corp Bristol
New England Spring Manufacturing Company Unionville

Springs—Furniture
Owen Silent Spring Division American Chain & Cable Company Inc Bridgeport

Springs—Wire
Bristol Spring Manufacturing Co Plainville
Colonial Spring Corporation The Hartford
Connecticut Spring Corporation The (compression, extension, torsion) Hartford
D R Templeman Co (coil and torsion) Plainville
Foursome Manufacturing Company Bristol
J W Bernston Company (coil and torsion) Plainville
Newcomb Spring Corp The Bridgeport Division Bridgeport
New England Spring Mfg Co
Wallace Barnes Co The Div Associated Spring Corp Bristol

Springs, Wire & Flat
Autoyre Company The Oakville

Stamped Metal Products
American Brass Company The Waterbury
Waterbury Companies Inc Waterbury

Stamps
Hoggson & Pettis Mfg Co The (steel) 141 Brewery St New Haven
Parker Stamp Works Inc The (steel) Hartford

Stampings
American Metal Products Company Inc Bridgeport
Donahue Mfg Co Inc Watertown
DooVal Tool & Mfg Inc The Naugatuck
Han-Dee Spring and Manufacturing Co The (small) Hartford
Plume & Atwood Mfg Co The (small) Waterbury

Stampings—Small
Acme Shear Co The Bridgeport
American Metal Products Company Inc Bridgeport
Bristol Spring Manufacturing Co Plainville
Foursome Manufacturing Co The New Haven
Greist Manufacturing Co The New Haven
Master Engineering Company West Cheshire
Rogers Corporation (Fibre Cellulose Paper) Manchester
Wallace Barnes Co The Div Associated Spring Corp Bristol

Stationery Specialties
American Brass Company The Waterbury

Steel
Stanley Works The (hot and cold rolled strip) New Britain

Steel Sastings
Farrel-Birmingham Company Inc Ansonia
Hartford Electric Steel Co The (carbon and alloy steel) 540 Flatbush Ave Hartford
Malleable Iron Fittings Co Branford
Nutmeg Crucible Steel Co Branford

Steel—Cold Rolled Spring
Wallace Barnes Co The Div Associated Spring Corp Bristol

Steel—Cold Rolled Stainless
Wallingford Steel Company Wallingford

Steel—Cold Rolled Strip and Sheets
American Steel & Wire Div of U S Steel New Haven
Detroit Steel Corporation New Haven
Wallingford Steel Company Wallingford

Steel Goods
Merriam Mfg Co (sheets products to order) Durham

Steel Rolling Rules
Waterbury Lock & Specialty Co The Milford

Steel Strapping
Stanley Works The New Britain

Stereotypes
New Haven Electrotype Div Electrographic Corp New Haven

Stop Clocks, Electric
H C Thompson Clock Co The Bristol

Straps, Leather
Auburn Manufacturing Company The (textile, industrial, skate, carriage) Middletown

Studio Couches
Waterbury Mattress Co Waterbury

Super Refractories
Mullite Refractories Company The Shelton

Surface Metal Raceways & Fittings
Wiremold Company The Hartford

Surgical Dressings
Acme Cotton Products Co Inc East Killingly
Seamless Rubber Company The New Haven

Surgical Rubber Goods
Seamless Rubber Company The New Haven

Switches—Electric
General Electric Company Bridgeport

Swaging Machinery
Hartford Special Machinery Co The Hartford

Switchboards
Plainville Electrical Products Company Plainville

Switchboards Wire and Cables
Rockbestos Products Corp (asbestos insulated) New Haven

Synchronous Motors
R W Cramer Company Inc The Centerbrook

Synthetic Resins
American Cyanamid Co (Textile Resins, Paper Resins) Waterbury

Tanks
Bigelow Company The (steel) New Haven
Norwalk Tank Co The South Norwalk
Storts Welding Company (steel and alloy) Meriden

Tape
Russell Mfg Co The Middletown

Tape Recorders
Conn Telephone & Electric Corp Subsidiary of Great American Industries Inc Meriden

Tape Recorder Magazines
Conn Telephone & Electric Corp Subsidiary of Great American Industries Inc Meriden

Tap Extractors
Walton Company The West Hartford

Taps
Pratt & Whitney Div Niles-Bement-Pond Co West Hartford

Tarred Lines
Brownell & Co Inc Moodus

Telemetering Instruments
Bristol Co The Waterbury

Telephone Answering & Recording Machines
Conn Telephone & Electric Corp Subsidiary of Great American Industries Inc Meriden

Testers—Insulation Wire & Cable
Davis Electric Company Wallingford

Testers—Non-Destructive
Sperry Products Inc Danbury

Textile Machinery
Merrow Machine Co The 2814 Laurel St Hartford

Textile Mill Supplies
Ernst Bischoff Company Inc Ivoryton

Textile Processors
American Dyeing Corporation (rayon, acetate) Rockville
Aspinook Corp The (cotton) Jewett City

Thermometers
Bristol Co The (recording and automatic control) Waterbury
Manning Maxwell & Moore Inc Stratford

Thermostats
Bridgeport Thermostat Company Inc (automatic) Bridgeport

Thin Gauge Metals
Plume & Atwood Mfg Co The Thomaston
Thinsheet Metals Co The (plain or tinned in rolls) Waterbury

Thread
American Thread Co The Willimantic
Belding Heminway Corticelli Putnam
Gardner Hall Jr Co The (cotton sewing) South Willington
Max Pollack & Co Inc Groton and Willimantic
Wm Johl Manufacturing Co Mystic

Thread Gages
Pratt & Whitney Div Niles-Bement-Pond Co West Hartford

Thread Milling Machines
Pratt & Whitney Div Niles-Bement-Pond Co West Hartford

Thread Rolling Machinery
Hartford Special Machinery Co The Hartford

Threading Machines
Grant Mfg & Machine Co The (double and automatic) Bridgeport

Time Recorders
Stromberg Time Corp Thomaston

Timers, Interval
A W Haydon Co The Waterbury
H C Thompson Clock Co The Bristol
R W Cramer Company Inc The Centerbrook
Rhodes Inc M H Hartford

Timing Devices
A W Haydon Co The Waterbury
R W Cramer Company Inc The Centerbrook
Lux Clock Manufacturing Company Waterbury
Rhodes Inc M H Hartford
Seth Thomas Clocks Thomaston
United States Time Corporation The Waterbury

Timing Devices & Time Switches
A W Haydon Co The Waterbury
Lux Clock Manufacturing Company Waterbury
M H Rhodes Inc Hartford

Tinning
Thinsheet Metals Co The (non-ferrous metals in rolls) Waterbury
Wilcox Crittenden & Co Inc Middletown

Tools
Hoggson & Pettis Mfg Co The (rubber workers) 141 Brewery St New Haven
O K Tool Co Inc The (inserted tooth metal cutting) 33 Hull St Shelton

Tool Chests
Vanderman Manufacturing Co The Willimantic

Tools & Dies
Moore Special Tool Co Bridgeport
Swan Tool & Machine Co The Hartford

Tools, Dies & Fixtures
Fonda Gage Company (also jigs) Stamford
Greist Mfg Co The New Haven

Tools, Hand & Mechanical
Brdigeport Hardware Mfg Corp The (screw drivers, nail pullers, box tools, wrenches, auto tools, forgings & specialties) Bridgeport

Tools—Pipe Fitters' Hand
Capewell Mfg Co The Hartford

Toys
A C Gilbert Company New Haven
Geo S Scott Mfg Co The Wallingford
Gong Bell Co The East Hampton
N N Hill Brass Co The East Hampton
Waterbury Companies Inc Waterbury

Tramways
American Steel & Wire Div of U S Steel New Haven

Trucks—Commercial
Metropolitan Body Company (International Harvester truck chassis and "Metro" bodies) Bridgeport

Trucks—Industrial
George P Clark Co Windsor Locks

Trucks—Lift
Excelsior Hardware Co The Stamford
George P Clark Co Windsor Locks

Trucks—Skid Platforms
Excelsior Hardware Co The (lift) Stamford

Tube Bending
Donahue Mfg Co Inc Watertown

Tube Clips
H C Cook Co The (for collapsible tubes) 32 Beaver St Ansonia
Weimann Bros Mfg Co The (for collapsible tubes) Derby

(Advt.)

Tube Fittings
Scovill Mfg Co ("Unifiare") Waterbury

Tubers
Standard Machinery Co The (tubers for both rubber and plastic industries) Mystic

Tubes—Collapsible Metal
Sheffield Tube Corp The New London

Tubing
American Brass Co The (brass and copper) Waterbury
Bridgeport Brass Company (brass and copper) Bridgeport
G & O Manufacturing Co (finned) New Haven
Scoville Manufacturing Company (Brass and Copper) Waterbury 91

Tubing—Flexible Metallic
American Brass Co Metal Hose Branch Waterbury

Tubing—Heat Exchanger
American Brass Company The Waterbury
Scovill Manufacturing Company Waterbury 91

Typewriters
Royal Typewriter Co Inc Hartford
Underwood Corporation Hartford

Typewriters—Portable
Underwood Corporation Hartford

Typewriter Ribbons and Supplies
Underwood Corporation Hartford and Bridgeport

Underclearer Rolls
Sonoco Products Co (Climax-Lowell Div) Mystic

Upholstering Fabrics—Woolen & Worsted
Broad Brook Company (automobile, airplane, railroad) Broad Brook

Vacuum Bottles and Containers
American Thermos Bottle Co Norwich

Vacuum Cleaners
Electrolux Corporation Old Greenwich
Spencer Turbine Co The Hartford

Valves
Norwalk Valve Company (sensitive check valves) South Norwalk

Valve Discs
Colt's Manufacturing Company Hartford

Valves—Automobile Tire
Bridgeport Brass Company Bridgeport

Valves—Radiator Air
Bridgeport Brass Company Bridgeport

Valves—Relief & Control
Beaton & Cadwell Mfg Co New Britain

Valves—Safety & Relief
Manning Maxwell & Moore Inc Stratford

Vanity Boxes
Bridgeport Metal Goods Mfg Co Bridgeport

Varnishes
Baer Brothers Stamford
Staminite Corp The New Haven

Velvets
American Velvet Co (owned and operated by A Wimpfheimer & Bro Inc) Stonington
Leiss Velvet Mfg Co Inc The Willimantic
Velvet Textile Corporation The (Velveteen) West Haven

Venetian Blinds
Findell Manufacturing Company Manchester
New England Shade & Blind Co Inc Durham

Ventilating Systems
Colonial Blower Company Plainville

Vertical Shapers
Pratt & Whitney Div Niles-Bement-Pond Co West Hartford

Vibrators—Pneumatic
New Haven Vibrator Company (industrial) New Haven

Vises
Charles Parker Co The Meriden
Fenn Manufacturing Company The (Quick-Action Vises) Hartford
Vanderman Manufacturing Co The (Combination Bench Pipe) Willimantic

Washers
American Felt Co (felt) Glenville
Auburn Manufacturing Company The (all materials) Middletown
Blake & Johnson The (brass, copper & non-ferrous) Waterville
Clark Brothers Bolt Co Milldale

Washers (Continued)
Plume & Atwood Mfg Co The (brass & copper) Waterbury
Raybestos Div of Raybestos-Manhattan Inc (the clutch washers) Bridgeport
J H Rosenbeck Inc Torrington
Saling Manufacturing Company (made to order) Unionville
Sessions Foundry Co The (cast iron) Bristol

Washers—Felt
Chas W House & Sons Inc (Mills & Cutting Plant) Unionville

Washing Machines—Electric
General Electric Company Bridgeport

Watches
E Ingraham Co The Bristol
United States Time Corporation The Waterbury

Water Heaters
Whitlock Manufacturing Co The (instantaneous & storage) Hartford

Water Heaters—Electric
Bauer & Company Inc Hartford

Water Heaters—Gas or Kerosene
Holyoke Heater Corp of Conn Inc Hartford

Waterproof Dressings for Leather
Viscol Company The Stamford

Waxes—Floor
Fuller Brush Co The Hartford

Wedges
Saling Manufacturing Company (hammer & axe) Unionville

Welding
Farrel-Birmingham Company Inc Ansonia
G E Wheeler Company (Fabrication of Steel & Non-Ferrous Metals) New Haven
Industrial Welding Company (Equipment Manufacturers—Steel Fabricators) Hartford
Porupine Company The Bridgeport

Welding—Lead
Storts Welding Company (tanks and fabrication) Meriden

Welding Rods
American Brass Company The Waterbury
Bristol Brass Co The (brass & bronze) Bristol

Wheels—Industrial
George P Clark Co Windsor Locks

Wicks
Auburn Manufacturing Company The (felt, asbestos) Middletown
Holyoke Heater Corp of Conn Inc Hartford
Raybestos Div of Raybestos-Manhattan Inc (the oil burner wicks) Bridgeport
Russell Mfg Co The Middletown

Window & Door Guards
Hartford Wire Works Co The Hartford
Smith Co The John P New Haven

Window Shades
New England Shade & Blind Co Inc Durham

Wiping Cloths
Federal Textile Corporation New Haven

Wire
American Brass Company The Waterbury
American Steel & Wire Div of U S Steel New Haven
Atlantic Wire Co The (steel) Branford
Bartlett Hair Spring Wire Co The (hair spring) North Haven
Bridgeport Brass Company (brass and silicon bronze) Bridgeport
Bristol Brass Corp The (brass & bronze) Bristol
Driscoll Wire Co The (steel) Shelton
Hudson Wire Co Winsted Div (insulated & enameled magnet) Winsted
Platt Bros & Co The (zinc wire) P O Box 1030 Waterbury
Plume & Atwood Mfg Co The (brass, bronze, nickel silver) Thomaston
Scovill Manufacturing Company (Brass, Bronze and Nickel Silver) Waterbury 91

Wire and Cable
General Electric Company (for residential, commercial and industrial applications) Bridgeport

Wire Arches & Trellises
Hartford Wire Works Co The Hartford
John P Smith Co The 423-33 Chapel St New Haven

Wire Baskets
Rolock Inc (Industrial—for acid, heat, degreasing) Fairfield
Wiretex Mfg Co Inc (Industrial, for acid, heat, treating and degreasing) Bridgeport

Wire Cable
Bevin-Wilcox Line Co The (braided) East Hampton

Wire Cloth
Hartford Wire Works Co The Hartford
C O Jelliff Mfg Co The (all metal, all meshes) Southport
Pequot Wire Cloth Co Inc Norwalk
Rolock Incorporated Fairfield
Smith Co The John P New Haven

Wire Drawing Dies
Waterbury Wire Die Co The Waterbury

Wire Dipping Baskets
Hartford Wire Works Co The Hartford
John P Smith Co The 423-33 Chapel St New Haven

Wire Formings
Autoyre Co The Oakville
G E Prentice Mfg Co The Kensington
Master Engineering Company West Cheshire
North & Judd Manufacturing Co New Britain
Verplex Company The Essex

Wire Forms
Bristol Spring Manufacturing Co Plainville
Colonial Spring Corporation The Hartford
Connecticut Spring Corporation The Hartford
Foursome Manufacturing Company Bristol
Humason Mfg Co The Forestville
New England Spring Mfg Co Unionville
Templeman Co D R Plainville
Wallace Barnes Co The Div Associated Spring Corp Bristol

Wire Goods
American Buckle Co The (overall trimmings) West Haven
Patent Button Co The Waterbury
Scovill Manufacturing Company (To Order) Waterbury 91

Wire Partitions
Hartford Wire Works Co The Hartford
John P Smith Co The 423-33 Chapel St New Haven

Wire Products
Clairglow Mfg Company Portland
Plume & Atwood Mfg Co The (to order) Waterbury

Wire Reels
A H Nilson Mach Co The Bridgeport

Wire Rings
American Buckle Co The (pan handles and tinners' trimmings) West Haven
Templeman Co D R Plainville

Wire Rope and Strand
American Steel & Wire Div of U S Steel New Haven

Wire Shapes
Bridgeport Chain & Mfg Co Bridgeport

Wire—Specialties
Andrew B Hendryx Co The New Haven

Wires and Cable
Rockbestos Products Corporation (all asbestos, mining, shipboard and appliance applications) New Haven

Wooden Boxes
Wallingford Planing Mill Co Inc Yalesville

Wood Handles
Salisbury Cutlery Handle Co The (for cutlery & small tools) Salisbury

Wood Scrapers
Fletcher-Terry Co The Forestville

Woodwork
C H Dresser & Sons Inc (Mfg all kinds of woodwork) Hartford
Hartford Builders Finish Co Hartford

Woodworking
Contemporary Classics Inc (fine cabinet work and furniture) Stamford
Local Industries Inc Lakeville

Woven Awning Stripes
Falls Company The Norwich

Woven Felts—Wool
Chas W House & Sons Inc (Mills & Cutting Plant) Unionville

Yarns
Hartford Spinning Incorporated (Woolen, knitting and weaving yarns) Unionville
Aldon Spinning Mills Corporation The (fine-woolen and specialty) Talcottville
Ensign-Bickford Co The (jute carpet) Simsbury

Zinc
Platt Bros & Co The (ribbon, strip and wire) P O Box 1030 Waterbury

Zinc Castings
Newton-New Haven Co Inc 688 Third Ave West Haven (Advt.)

Occupational Environment

(Continued from page 14)

added as soon as information of their toxicity becomes available.

Labor and management have fully understood the value of Regulations 280 and 281 and have given wholehearted cooperation to the Bureau of Industrial Hygiene, Connecticut State Department of Health, whenever a condition requiring investigation and control was encountered.

How does the State Department of Health participate in the control of toxic materials? How does it find health hazards?

Through its Bureau of Industrial Hygiene, the State Department of Health maintains a staff of physicians, nurses, chemists and engineers who are concerned with all phases of occupational health including selective placement, in-plant medical care and control of the working environment. For this purpose a well-equipped industrial hygiene laboratory and reference library are maintained.

For control of the working environment, industrial establishments are surveyed by bureau personnel at regular intervals for the existence of health hazards. When a potentially harmful substance is encountered, whether it be dispersed as a toxic dust, fume, gas or mist, necessary studies are conducted to determine the severity of the hazard. If hazardous concentrations are found, recommendations for control are made. These may consist of the installation of a simple smoke deflector, fan, or in the installation of a ventilating system. At other times, the wearing of respirators or protective clothing may be necessary. Sometimes changes in the manufacturing processes or substitution of chemicals may be required. Occasionally, the substances encountered are so new that no, or only scanty, information is available. In these cases, research may be undertaken by the health department.

Over the years, Connecticut industry has learned to regard the health department as a source of information, and when concerned about certain materials or before the institution of new processes or introduction of new chemicals, the Bureau of Industrial Hygiene is called in for consultation to determine the possibility of any health hazards. Frequently, unions request the assistance of the health department in determining the presence or absence of health hazards.

How the USO Builds Morale

(Continued from page 13)

the specialized training of employees; the cooperative planning by city leaders in every field.

Yet, in a USO Club such as the one operated in Newport by its director, Charles M. Lewis, and his staff of able assistants, this is a common weekly occurrence. In fact, it is open house daily for thousands of servicemen. They have to be entertained and fed.

And again, whether a service man's family needs a house, apartment or spare room at a fair rental; a sewing machine; or a place to cook a hot meal; or someone to watch the children while the service father and mother take an evening off . . . USO is ready to help.

Morale-in-uniform is built up from a multitude of routine, run-of-the-mill services that USO supplies to our troops. And strange to say, in 1952 America had not realized at all how much this service costs. Perhaps the USO can never quite catch up with the bills it has to pay. This coming year we must depend much more heavily upon citizens at home and industry to cut the loss.

Business Pattern

(Continued from page 45)

proximately 6% under the volume handled in 1951.

The December index of construction work in progress in Connecticut is estimated at 60% above normal. The current standing is fourteen percentage points less than last month and some seventy points below the all-time high recorded in June 1952. The last two years have been exceptionally high construction years with the index averaging +98% and +92%, for the years 1951 and 1952, respectively. The volume of building contracts awarded in the past year averaged 2,400,000 square feet of floor space per month of which residential averaged 1,800,000 and non-residential 600,000 square feet. The corresponding volumes for 1951 were 2,300,000, 1,500,000 and 800,000 respectively.

The index of cotton mill activity in Connecticut is estimated at 10% above normal in December, five points below the November level. Although the cotton index recovered somewhat during the latter months of the year, after having fallen below normal last Spring, the annual average for 1952 was only +6% compared with +39% in the previous year.

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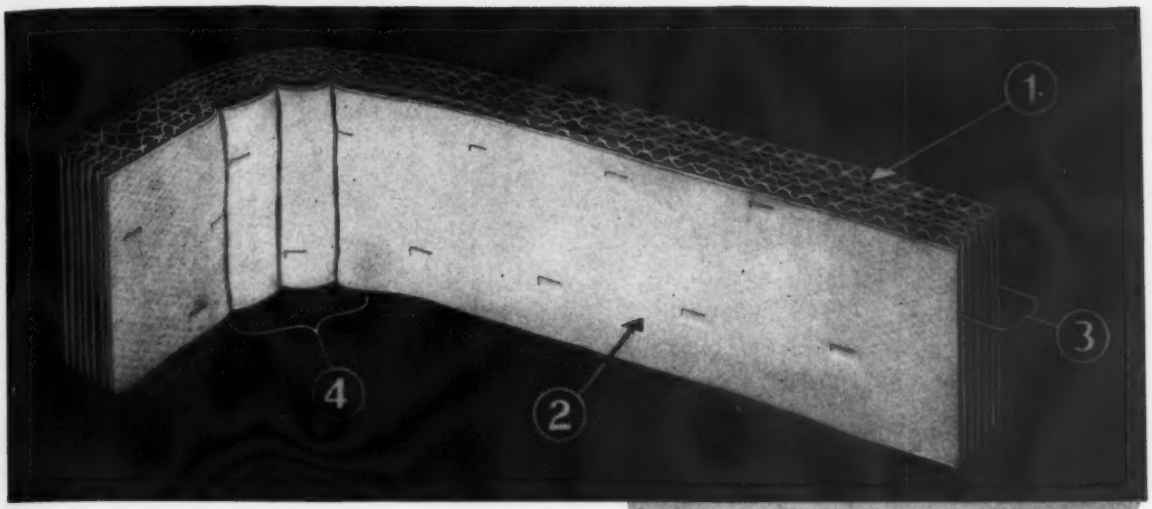
ANNOUNCING...

menasha-pak



1. Shock-absorbing outer pad
2. Non-abrasive Kim-pak facing
3. All in one unit for easy application
4. Moulds around corners

A NEW TYPE OF PROTECTIVE INTERIOR PACKING

Menasha-Pak is the answer to your problem of protecting fine exterior finishes of home appliances, furniture, and other products with high inspection finishes . . .

MENASHA-PAK handles your product with kid gloves. Thick, outer corrugated pad absorbs all shocks; inner Kimpak facing protects the surface. It's all in one laminated unit and can be moulded tightly around the sharpest corners, then locked in a single operation.

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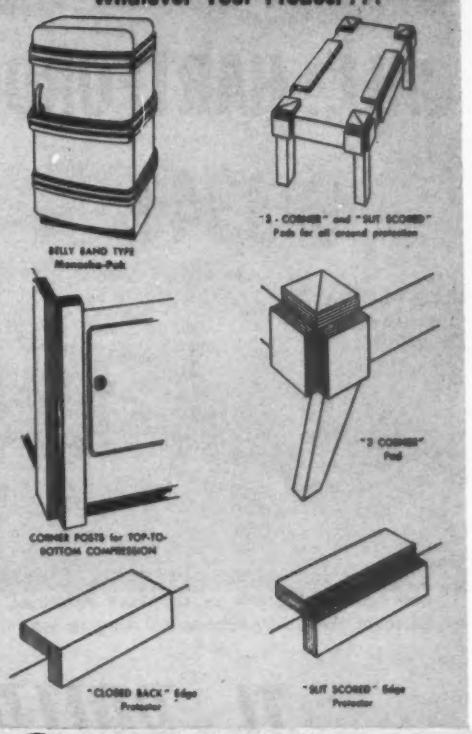

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